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February 4, 1963

Eximbank Chief Reports

Greece Forges Ahead

U.S. firms sell over $235 million thru AID

Who's Where — Commercial Officers Listed

Business Bulletins *from around the world*

AUSTRALIA—Special Advisory Authority considering request from domestic industry for emergency tariff protection against imports of low-density polyethylene resins, dutiable under Tariff Item 368(D)(1)(b)(2). 1961-62 imports from U.S. of all polyethylene resins totaled nearly $926,000.

Australian Motor Industries announces it will soon commence assembling Toyota "Tiara" automobile locally, with initial run of 150 cars and light pick-up trucks. Components to be fully imported at early stage, with Australian content gradually increasing. Toyota Co. has been exporting to Australia its jeep-type vehicles and trucks, but new venture will be first effort by the Japanese company to enter automobile market here, highly competitive for small cars.

AUSTRIA—Unilever reportedly constructing $4 million deep-freezing plant near Vienna, to go into operation in 1964. Company planning another $4 million investment in distribution equipment such as refrigerated delivery trucks and refrigerating cabinets.

BURMA—Importation of second-hand goods under existing licenses to be permitted only with written approval of Director of Imports and Exports.

CEYLON—Under newly adopted sliding scale of export duties on coconut products, existing rates to be lowered when average London cost, insurance and freight price on Straits (Singapore) coconut oil falls below $183 approximately; rates to increase progressively as this price rises.

CONGO (Leopoldville)—Distillery built by Compagnie Sucriere at Moerbeke, 120 miles south of Leopoldville, to produce ethyl alcohol. Annual capacity put at approximately 800,000 gallons. About 83% of output to be available for export to other African countries.

ETHIOPIA—Two U.S.-built Boeing 720B jetliners are put in service on Ethiopian Airlines international Nairobi-Frankfurt route. Jets were purchased with Export-Import Bank loans.

LIBYA—U.S. firms having branch offices are advised to observe 1952 Arabic Language Law No. 6 in correspondence with Government offices. Law requires Arabic in communications, maintaining Arabic-language registers, accounts, name or number plates, and advertising posters exhibited in public places.

MOROCCO—Commission on Wages and Prices to meet soon and recommend 5-6% wage increase as result of increase in cost-of-living index—115 in December 1962.

NIGER—U.S. Agency for International Development (AID) lending $.5 million to Niger Development Bank. Funds to be re-loaned for financing foreign-exchange costs of private industrial projects in AID-approved categories.

PHILIPPINES—FILOIL refinery, 10,000-barrel-a-day Filipino-controlled oil refinery with 40% Gulf ownership, inaugurated by President Macapagal. Refinery brings Philippine daily refining capacity to 90,000 barrels, substantially above previous 75,000 barrels.

SUDAN—Scottish Television, private British firm, makes country's first television broadcasts. Two-hour daily telecasts began in late December and to continue until late February as promotional effort. Transmitter equipment not expected to be operating in Khartoum until late 1964 when apportunity should exist for commercial programming.

INGRA, Yugoslav firm, awarded contract to construct 100,000-ton cement plant near Kosti, total cost to be 2.5 million Sudanese pounds ($7.2 million) of which $2.9 million will be Yugoslav equipment. Production to begin in 1965.

Cotton exports as of early December totaled about $113.6 million. Some 64% of Government-grown and all of privately-grown 1961-62 crop sold by mid-December, amounting to 841,540 bales, with only 303,583 bales unsold.

According to West German Government report, private German investors invested equivalent of $525,000 in Sudan between June 1952 and June 1962.

TURKEY—Japanese Isuzu Motor Co. reportedly weighing move to establish large Istanbul factory to make economy-type passenger cars. In unrelated action, no passenger-car allocation was made in Turkey's import program for first-half 1963.

UNITED KINGDOM—Denationalization of steel industry is step nearer completion with purchase by leading British producers of 3 of remaining state-owned companies for about $16 million. Only one large producer in Wales still in Government hands.

WESTERN EUROPE—Beginning September 1, telephone operators in Netherlands, Belgium, West Germany, and Switzerland to place some calls directly to U.S. without going through American operator. Calls for U.S. subscribers who may be dialed automatically to be channeled through Frankfurt, Germany.

WEST GERMANY—Governmental concern, Bayernwerk AG, Munich, primary manufacturer and central distributor of electric power in Bavaria, to erect thermal power plant with initial 150,000-kw capacity at Grossmehring near Ingolstadt. New plant to have furnaces fueled by both coal and refinery products. Construction to be completed by fall of 1965.

Capital of Mannesmann A. O. Smith International GmbH, Duesseldorf, increased from 3.5 to 7.0 million DM ($1.75 million) to finance construction of Duisburg-Huckingen plant for manufacture of agricultural machines and industrial storage equipment. Company was established in spring 1962 by Mannesmann AG combine of Duesseldorf and A. O. Smith International S. A. of Caracas, Venezuela, wholly-owned subsidiary of A. O. Smith Corp. of Milwaukee, Wisconsin. Products of Duesseldorf plant to be sold in Germany and other European countries.

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next week

Next week's issue will contain a summary of the report presented to Vice President Lyndon B. Johnson and Secretary of Commerce Luther H. Hodges on January 31st by an Industry organized Trade Mission to Europe. The mission reports a substantial market exists in England and the EEC for U.S. manufactured men's and boys' wear. The report stresses the popularity of joint ventures in the EEC.

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Greece forging ahead

By PAUL G. CARNEY
Director of Mission

The U.S. Trade and Investment Development Mission to Greece, which visited that country November 3-December 5, operated Trade Information Centers in Athens, Thessaloniki, and Patras. The group spoke to about 1,240 Greek businessmen at meetings, visited some 33 production plants, and held 319 individual interviews.

PAUL G. CARNEY

The Mission presented business proposals from 521 U.S. firms for which it received 847 responses. In addition, 168 trade and investment leads from 149 Greek firms have been brought back for the attention of U.S. companies.

The Mission was impressed by the hospitality of the Greek people: Representatives of Government, business, agriculture, and the man on the street. Everywhere the Mission was welcomed with warmth and frankness that made their work pleasant and productive.

Greece in the past decade has emerged as a stable nation. Its currency is hard and not subject to fluctuation. The population is diligent, hard-working, and fully aware of the economic problems with which it is confronted as a result of its association with the European Common Market. The end to the flow of financial aid from the U.S. has provided added impetus to the population's belief in its ability to achieve an economic parity with European Common Market countries. And finally, people of Greece have long ago proven in many ways their long friendship for our country.

The Greek population, about 8.5 million is friendly, intelligent, highly individualistic, but with strong loyalty to its country. Over 50% of the people work on farms, and agriculture accounts for about 30% of the gross national product; 80% of Greek exports are agricultural products.

MISSION OBJECTIVES were explained at a meeting held in the Athens Chamber of Commerce and Industry Hall with Greek officials and businessmen. Paul G. Carney, Director of the Mission, is the speaker.

The country is urgently in need of industrialization and modernization in its agricultural operations, despite its production increase of 70% since 1950. Domestic financial resources are not sufficient for the planned rate of industrial growth and foreign financing is a prerequisite if the pressing problems of unemployment and under employment are to be alleviated. The per capita income of approximately $365 is among the lowest of NATO countries.

A number of technical schools exist, and the Government program now in effect will greatly increase this number and provide a sizable and readily available source of native skilled help. At present, and because of the lack of employment opportunities, graduates of existing technical schools are migrating to European Common Market countries, particularly Western Germany. Experience of U.S. firms established in Greece indicates that the productive capacity of the native who has received technical training is excellent.

Many sizable Greek communities exist throughout the Middle East, and the special interests which Greece has in those areas as a result of its geographic location should not be under-estimated. Greece maintains cordial relations with Israel, the Arab countries, and Turkey.

For the most part, Greek firms are unfamiliar with cost analysis. In addition, the majority of existing firms are family-owned—an historical development. The experience of all Mission members, however, clearly indicates that these firms seek technical know-how and U.S. financing in preference to all other —a result of both the high local interest rates and a desire to be associated with U.S. enterprises.

The business climate and management attitudes throughout the country are most favorable for the U.S. firm, and the Mission believes a number of exceptional opportunities exist.

the author

Mr. Carney has been manager of the Boston Commerce Department Field Office since 1950. A graduate of the Georgetown University School of Foreign Service, he also studied law at Georgetown U. He was formerly Boston area supervisor of the Bureau of the Census.

The Greek Market

LOCATION: Greece is a constitutional monarchy about the size of New York State at the eastern end of the Mediterranean on the European continent. Capital is Athens, population 1.8 million (metropolitan area).

POPULATION: 8.4 million in 1961 of whom 3.33 million employed were divided as follows: agriculture 1,500,000; industry 740,000; services 960,000; and other 155,000. Considerable unemployment (100,000) and underemployment (500,000).

INCOME: National income (at constant 1954 prices) in 1961 $2.7 billion with per capita income of $320 ($2,263 in U.S.)

IMPORTS: In 1961, total imports on payments basis aggregated $577 million, of which U.S. amounted to $102.7 million or 17.8 percent. On the basis of commercial U.S. sales to Greece, the most important are industrial and agricultural machinery and equipment, $12 million, transportation equipment, $4 million; tires and tubes, $3 million; and chemical specialties and pharmaceutical products, $3 million.

INDUSTRY: Not highly developed. Principal industries: textiles, processing of beverages and foodstuffs, cement and chemicals.

CONDITIONS OF TRADE: Liberal trade policy with numerous and complex non-tariff import restrictions, which are administered non-discriminately. These restrictions include import licensing controls and advance deposit requirements. To the U.S. exporter, Greek association with the European Economic Community on November 1, 1962 will mean increasing trade advantages in Greece for the EEC members.

Personal touch is the key in selling to Greek Market

Foreign Service broadens trade services, but vigorous action by U.S. firms themselves is vital to overseas sales

By RICHARD W. BARHAM
Commercial Attache,
American Embassy, Athens

The success of the U.S. Export Expansion drive will depend substantially on personal relations, especially those developed by our business representatives and Government officials with their foreign counterparts.

U.S. businessmen have traditionally placed heavy emphasis on the personal approach to sales development, employing a variety of techniques. However, in many instances, American business has failed to transfer its effective domestic sales techniques to foreign markets.

In Greece, for example, some agents of U.S. firms have remarked that they do not see their American principals for years on end. This neglect of the personal touch in foreign sales operations constitutes a serious weakness in our export promotion program.

The "sellers" market which favored U.S. manufacturers during and after World War II seems largely responsible for the casual attitude of many Americans today. For many years the tremendous American industrial machine operated at full capacity in supplying—with virtually no competition from abroad—the needs of war-devastated countries.

Times have changed, however. During the past decade the products of revitalized European and Japanese industries have re-entered international markets in growing volume and have in many instances cut sharply into U.S. export sales.

Greek experience

The import pattern in Greece is a case in point. In 1950 the U.S. supplied 32% of Greece's imports, but by calendar year 1961 the figure had slipped to 18%. This is partially due to a restoration of prewar trading patterns. Also, foreign manufacturers have in many cases gained a competitive advantage over American exporters by developing modern industrial facilities, lowering production costs, and through cheaper shipping rates. But the most significant factor has probably been the aggressive sales campaigns—including emphasis on personal contacts—conducted by European firms.

On the other hand, there are encouraging signs that American industry is losing its apparent apathy toward foreign markets. Indications of this trend in Greece are the intensified sales efforts of a number of U.S. firms. E. R. Squibb and Company, following the establishment of a sales force in Greece a little over a year ago, has more than doubled its sales. Rust-Oleum Corporation of Illinois, through the aggressive salesmanship of its local American representative, has boosted its sales of rust preventives five-fold in the last 2 years. Union Carbide, which opened its Middle East Office in Athens about a year ago, has added several members to its American staff to provide more thorough personal coverage of the region. This aggressive approach has paid dividends in the form of steadily expanding sales.

These are some of the outstanding examples of the effective use of personal contacts to bolster sales of American goods in Greece.

Another manifestation of the growing American interest in foreign markets is the rising number of visiting U.S. businessmen, most of whom are alert, personable, skilled in their trade, and eager to follow sales leads—even those which formerly would have elicited little interest.

Diplomat's role

Since the early days of the American Republic, the development and protection of America's foreign commerce has been regarded as one of the principal functions of our Foreign Service. However, emphasis on trade promotion work has vacillated, depending on other national interests. During the last quarter of a century, for example, when the Foreign Service was preoccupied with World War II and its attendant problems, less attention was devoted to trade promotion.

In recent years, and especially since the advent of the U.S. Export Expansion Program, the Foreign Service has revamped and broadened its commercial functions so that it now plays a major role in the promotion of American exports.

This has led to increased sales of U.S.

products abroad, and has also strengthened the bonds between the American business community and the Foreign Service. Mutual confidence and respect have replaced the coolness and indifference which once characterized these relations, and growing numbers of American businessmen who frankly admit their former reliance on British and other commercial facilities abroad are expressing surprise and gratification over the services available to them at U.S. Foreign Service establishments.

While the Foreign Service is now geared to provide a wide range of services to the American business community, none is more important than cultivating extensive personal contacts in local business and governmental circles. This function devolves principally on our commercial staffs, but it requires the support of other personnel at the Foreign Service post.

Strengthen local ties

Commercial officers in Athens have strenghened ties with local business and government officials through:

❶ meetings with officials of chambers of commerce and trade associations;

❷ meetings with groups of importers of U.S. products to discuss ways of boosting sales in Greece;

❸ periodic calls by staff members on leading distributors of U.S. goods;

❹ visits to industrial units, sales enterprises, and trade exhibits, especially those in which American goods are shown;

❺ travel to outlying trade and industrial centers;

❻ frequent calls on Greek Government officials concerned with imports of U.S. products; and

❼ close cooperation with the recently re-organized Hellenic-American Chamber of Commerce.

Naturally enough, commercial officers have found knowledge of the local language to be an invaluable tool.

Personal touch helps

Conditions abroad generally appear favorable for developing American exports, and a good start has been made. Any substantial gains, however, will require a more vigorous sales approach—one which exploits to the fullest the all-important human relations factor.

Towards this end U.S. exporters should provide for a systematic and thorough coverage of their markets by American sales and technical representatives. This not only stimulates and encourages the local distributor but also shows potential customers that the American firm stands behind its products.

For this purpose a number of techniques may be employed:

❶ Firms which cannot afford their own overseas staffs might make use of manufacturers' agents (preferably American), who would act as sales and service representatives for a number of exporters of related but non-competitive lines.

❷ Mobile exhibits manned by skilled salesmen and technicians appear to offer an effective and relatively inexpensive means of promoting the sale of American goods, especially those products which can be transported and displayed attractively in a compact area.

Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

❸ Another promotional technique which offers considerable promise is the combination of a film show and reception. With good promotional films, a competent American representative, and a careful selection of guests, much can be achieved. The Embassy and USIS in Athens have cooperated successfully in this regard with American firms.

❹ Privately-organized trade missions seem to be an effective instrument for strengthening personal contacts between American and foreign business communities. Such missions could be organized by chambers of commerce and trade associations in the U.S., perhaps under the auspices of the Regional Export Expansion Committees. Businessmen on such missions would not only be looking after their own interests but, on their return, they could also help their local business communities by disseminating information about economic and business conditions in the countries visited. Finally, the public relations aspect of such missions should not be overlooked.

The foregoing observations are based principally on experience gained in Greece but appear to have general applicability. They are submitted in the hope of stimulating further thought on promoting exports through improved personal contacts abroad. Foreign Service efforts in this respect are important, but the success of our export program depends ultimately on the American businessmen.

Foreign investment capital welcome

Greek law provides variety of incentives worth considering: Broader market of EEC a spur to more industrial development

By JOHN A. DONLEY

Vice president, Engineering Consultants, Inc.

Greece, the quiet little country in the Mediterranean, about the size of New York State, remembered thorugh the centuries for its culture, its art, its glory, and its battlegrounds, is once more in a position to make history. This time the event will be an explosion—an industrial explosion.

JOHN A. DONLEY

A country with a market potential represented by a population of 8,500,000 suddenly on November 1, 1962, had a market potential of 180 million people, as Greece became an associate member of the European Economic Community. In addition, Greece can well be the launching platform for goods to the Near East and Southeast Asia and many areas of Africa.

The Greek Government in 1953 passed a law for Investment and Protection of Foreign Capital. Provisions of this law show clearly that foreign investment capital is welcome and a necessity for industrial development within the country. By definition in the law, the term foreign capital means capital imported from abroad in any form—foreign exchange, machinery and materials, inventions, technical processes, as well as trademarks.

Incentives for investment and joint venture provided by this law include the following:

- The law covers any investment which will contribute favorably toward the economic development of Greece.
- Approval of an application for investment provides an irrevocable guarantee by the Greek State for all the terms agreed upon.
- All specific details, period of time involved for preparing for production, method for determining value of capital investment, particulars relating to repayment, and any other provisions pertaining to the operation are spelled out and became a part of the legal, approved document.

- Repayment of total capital investment may be made beginning 1 year after actual production begins, and can be at a rate of up to 10% per annum of total capital imported. Repayment of profits may be up to 12% per annum of imported capital and 10% per annum for interest on loans. If this amount is not taken out, the difference between the amount taken and the allowable may be taken in subsequent years.
- Payments in foreign currency are available for imported technical and administrative staff.
- Special tax considerations are available for mining or industrial facilities earning export credit or saving foreign exchange through eliminating imports.
- Enterprises financed by foreign capital receive the same treatment as that given to other similar enterprises in Greece. If a later approval is granted for a similar operation and more favorable conditions given, these additional privileges will be given also to the earlier applicant and his approval documents amended.
- Provisions are made concerning expropriation due to war, and for arbitration of disputes.

Each individual situation is acted upon according to its part in the overall economic development of Greece and a number of areas relating to taxes and amortization may be negotiated.

Visits with top echelons of the Government showed that close touch was being mantained with incentives offered by other countries. Government officials and the Greek businessman are fully cognizant of the necessity of foreign capital, and they are determined to obtain it for Greece.

One source of possible concern to potential American investors emerged from discussions with Greek businessmen. Some of these businessmen pointed out that in certain cases investment proposals submitted to the Greek Government are apparently reveiwed, appraised, and then used to seek a better offer from another source. Also there was some concern lest the close ties between the Government and banking institutions have an adverse effect on investment proposals which lack the support of the bank concerned. Also, although the Ministry of Co-ordination is set up as a clearing house for the various governmental clearances required, and officials indicate that no application should require more than 60 days for processing, we were informed that this was possibly the exception rather than the rule.

Several sources of investment capital within Greece may supplement that provided by a U.S. investor on a 100% investment or a joint venture. The Economic Development Financing Organization was started in 1954 with funds amounting to about $70 million. Originally this organization was active in providing medium and long-term capital. More and more of the medium-term credits are now provided by other financial institutions.

EDFO is operated in a businesslike manner with good substantial loan criteria. Their interest rates are favorable and they have made many loans. From August 1954 to December 31, 1961, 362 loans were approved with a total value of $81,200,000. The loans, directed to those uses which fit into the Economic Development Plan, have provided funds for primary production, manufacturing, and service industries. The loss ratio over this period has been low.

The Investment Development Corporation, a quasi-governmental organization, is a source of equity capital and is willing to participate with a U.S. firm or a combination of a U.S. and a Greek firm. In operation only a little over 2 years, its major efforts have been slanted toward determining areas of potential. Studies have been made for a number of industries including wool fabrics, cotton fabrics, food processing, and zinc processing.

Much of the response received by the U.S. Trade and Investment Development Mission resulted from a realization by the Greek businessman that he must prepare for Common Market trade. IDC has performed this educational service. Young, aggressive, and capable, this organization should develop into a valuable source for equity capital.

A limited amount of money is also available from time to time from U.S. Public Law 480 funds. This money, which can be spent for purchases for physical plant construction, has been used almost as soon as it has become available. As our agricultural shipments to Greece are diminishing, large sums are not likely to be built up in the future.

A good look at Mr. Greek Businessman and possibilities for joint ventures reveals that in most instances businesses are a family possession, passed down from father to son. Management is held within the family and its relatives. Wars and general political confusion over the years have made it necessary for him to look ahead only a year or two. He is a hard worker himself but delegates little authority for decision making. He seems to draw money out of his business leaving a heavy debt load for operations. He is dependent upon the local banking facilities for discount of sales; the rate of interest for this service is high with the result that the unit cost for financing runs as high as 8 or 9%.

He appears to prefer a U.S. partner to one from another country and often to one of his own country. He has not maintained records that would be considered adequate in the eyes of most U.S. corporations. In most instances, he has not made a thorough analysis of his present market or the future export market. He is energetic and quite aware that a change must take place and is ready to adjust to fit the requirements.

There are about twenty stock owned companies with stock for sale on a stock exchange. These companies represent most of the major industries, including cement, textiles, food processing, specialized textiles, agricultural equipment, automotive parts, and metal products. The recent entrance of Dow Chemical Co. for manufacturing of polystyrene, Esso-Pappas for production of various products in a $110 million complex, and Chrysler for production of agricultural vehicles is conclusive evidence that the investment climate is favorable.

Foreign investment is coming to Greece with keen competition from France, West Germany, and even Japan. To France and West Germany, Greece represents the manufacturing base for shipment east and south and to Japan it represents an entré into the Common Market. To the U.S. investor, it provides both potentials.

The incentives of the Government of Greece are sound, the Government itself is solid and capable, the currency of the country is stable, and the attitude of the business fraternity is warm for investment and joint ventures. The personnel at the U.S. Embassy is experienced, competent, and extremely helpful. It is the finding of the Mission that Greece is worthy of serious investigation for joint ventures and investment.

the author

With over 20 years' experience in engineering, construction, manufacturing, and industrial development, Mr. Donley formerly was vice president of Ken R. White Consulting Engineers, Inc., Denver. In 1961, he served as a member of the U.S. Investment Development Mission to Pakistan. Mr. Donley is a consultant for the New Mexico Concrete Products Association and the Texas Concrete Products Association. He was recently appointed Chairman of the Denver Regional Export Expansion Council. Born in Plainfield, N.J., Mr. Donley attended Brown University.

INDUSTRIAL CENTER, Piraeus, the chief port of Greece, is a rail and industrial center, which, altho more than 2,500 years old, boasts such modern industrial sections as shown in this aerial view.

Greece a frontier for development of industrial parks, resort areas

Possibilities for experienced developers in housing, commercial, recreational facilities as tourism spurts

By EDWIN GOLIN

Director, Delaware State Development Dept.

American enterpreneurs, interested in developing and/or investing in industrial parks, large housing projects, or self-sufficient, riviera-type resorts would discover frontiers in Greece; but as with any frontier, the difficulties of a not fully explored region can be discouraging.

EDWIN GOLIN

The modern planned industrial parks with their campus-like atmosphere do not exist in Greece. With cooperation of Government, municipalities, and financial institutions, the industrial park could be an attractive investment possibility for experienced developers—especially in such harbor areas as Thessaloniki, Patras, and Athens-Piraeus where labor, utilities, transportation, and established industry are immediately available. This, in turn, would stimulate a demand for new housing, recreational and commercial facilities, and so on—each representing a potentially profitable situation.

Resort area development

Area development for tourism offers a vast horizon for major investment. The concept of an overall resort area as exemplified by such beaches as Waikiki, Miami, Atlantic City, and the Caribbean, is lacking. Large land tracts with seashore frontage are available, and the tourist flow into Greece is increasing at a rate that warrants careful consideration of entire resort area development.

The number of tourists visiting Greece is increasing rapidly as indicated in the accompanying table. Tourist arrivals in 1952 totaled 68,189 (15,741 from U.S.) with total expenditures of $9,585,000. By 1961, the total arrivals leaped to 494,191 (93,875 from U.S.) with an expenditure of $62,469,000. The forecast for the current year is 620,000 tourists spending $80 million and 1963 could witness 750,000 who will increase the gross national product by some $100 million.

Tourist Arrivals, Expenditures: Greece

Year	*Tourist arrivals (including cruise passengers)*	*U.S. tourists (excluding cruise passengers)*	*Tourist earnings (U.S. dollars)*
1957	261,738	37,370	41,474,000
1958	276,534	49,380	36,195,000
1959	339,802	64,466	41,667,000
1960	394,269	75,306	49,260,000
1961	494,191	93,875	62,469,000

Spearheading the effort to attract the traveler is the National Tourist Organization of Greece (NTO). NTO is responsible for the complete development of the tourist industry. It regulates hotels and motels, registration of travel agencies, and examination and licensing of tourist guides. It also helps promote investment in tourist facilities through its power to authorize mortgages of up to 70% of construction costs at 8% interest.

Shelter facilities vary

Shelter, as well as most other tourism facilities, varies widely throughout Greece. The prime shelter area is Athens-Piraeus where hotel-motel facilities range from luxurious to basic. Thessaloniki, second largest city in Greece, offers some modern facilities and relatively comfortable accommodations. Patras, third largest city, is woefully inadequate, although a feasibility study is underway for improvement of tourist facilities. NTO is building some modern hotels and motels in the Provinces—especially in areas of high potential tourist attraction.

There were 2,033 hotels with 61,641 beds in 1962. Of this total, 2,826 are class AA (top quality), 8,589 class A, 10,668 class B, 12,674 class C, and the remainder class D and E.

NTO estimates that in the next 5 years —through 1968—20,000 beds will be added. Considering the obsolescence of existing facilities and the increase of tourist demand, hotel investment in Greece appears sound.

Low cost hotels

Excluding land costs, hotels can be built at relatively lower cost in metropolitan than Provincial areas. High level structures are permitted in the cities; but NTO requires that hotels in outlying areas offer a feeling of airiness, sprawl, and conformation to environment.

In general, Class A shelter built by the Government is estimated at $4,000 per bed or $6,666 per room (20% single occupancy, 80% double occupancy) plus about $600 per room for furniture

and furnishings. Costs are 10% less for Class B shelters. When construction is undertaken by private enterprise, it is calculated that costs run 20% less. These figures are applicable to hotels of 120 beds or less. Large structures show lower per unit costs.

The average tourist in Greece spends $12 a day and stays for 11 days. Average shelter rates are as follows: Class AA, $4.60 for single, $6.70 for double; A, $2.70, $3.60; B, $2, $2.50; C, $1.50, $2. To the cost is added 15% for service. In most hotels, the 15% is also added to all expenses incurred, including phone, flowers, telegrams, laundry.

Dining

The basis for good evening eating and entertainment in Greece is the "taverna," a combination restaurant and night club with native entertainment. Aside from the normal hotel-type restaurants, lunch and between-meal snacks are supplied by sidewalk cafes where patrons spend long hours over coffee and tidbits.

For the tourist on the go, a great need exists for eating places characterized by relatively simple foods with quick service. Drive-in and counter-type operations, practically nonexistent at present, could prove extremely popular and profitable.

Recreational facilities

Greece has a fair variety of spectator and participant activities, but needs many more facilities. Boating (80 marinas plus yacht clubs), skin diving, water skiing, fishing, and swimming are unparalleled Golf is coming into its own with new courses and added interest. Snow skiing is available at Heli in Macedonia.

Greece naturally tends toward cultural and folk festivity. There is an abundance of legitimate theater, drama and music festivals, and such sport competition as auto and boat racing, soccer, and track events. A horse racing track near Athens is more popular with the residents than tourists. A modern facility could attract both.

the author

Mr. Golin is president and founder of the Gauge Corp., Wilmington, Del., advertising, public relations, and marketing firm. He earned B.A. and M.A. degrees from the University of Delaware in 1947 and 1948. Mr. Golin also did graduate work and taught at the University of North Carolina, 1948-51.

Greece offers a potential market for sale of U.S. textile machinery

Country's geographic location and association with Common Market have advantages for trade expansion; majority of textile mills furnished with obsolete, inefficient equipment

By ROBERT E. KELL
President, Grey Hosiery Mills

Greece in early November 1962 became associated with the European Economic Community, a potential market of 180 million people. Geographically, Greece has the additional advantage of a potential market to the north, east, and northern Africa of millions of people.

ROBERT E. KELL

The Greek Government and its various agencies are making progressive efforts to encourage sound business expansion and growth. An opportunity exists for U.S. exporters of textile machinery.

Although some individual textile mills in Greece have excellent capital equipment and modern, efficient machinery, these are exceptions; the majority, according to 95% of the textile men interviewed, have undesirable buildings, obsolete and inefficient machinery. Visits to several mills, and surveys by the Greek Government, have established this fact.

The majority of textile mills are small family businesses, with no departmental organization, no clearcut areas of responsibility, and no delegation of authority. These family units, especially those seeking capital or joint ventures, to meet modern competition will have to go through radical changes. Those that insist on remaining family businesses will have to take on corporate stature with the necessary organizational features.

Technical skill needed

The majority of textile manufacturers not only have little technical skill, but too often those interviewed implied that installation of modern equipment would automatically solve problems of technical skill. In fact, modern equipment creates more problems than it solves unless technical skill is applied to all facets of manufacturing such as management, training of labor, production scheduling, quality control, and cost accounting.

The Greek textile industry has no outstanding disadvantage so far as raw materials are concerned, with the possible exception of synthetic yarns. These they hesitate to use in combination with wool and cotton, no doubt because technical skill in dyeing and finishing is lacking. However, if a textile manufacturer imports synthetic yarn, processes it, and then exports the finished product he is given a credit to offset the import duty. Also, the Government allows Dacron and Orlon and other synthetics to be imported duty free for reexport.

Greece has a tremendous advantage in labor. The supply is ample and rates are low. To refer to Greek labor as "cheap," however, would be a mistake, as illustrated in an April 1962 survey, entitled The Greek Wool Textile Industry, made by Werner Management Consultants at the request of the Greek Industrial Development Corporation S.A., Athens. Werner offers the following comparison to illustrate the high cost of suits in Greece relative to working hours (1959):

Country	*Cost of well-made wool worsted suit*	*Average hourly take-home pay*	*hours of work required*
U.S.	$45	$2.10	21.5
Germany	$33/$38	.62	65
Greece	$35/$40	.28	134

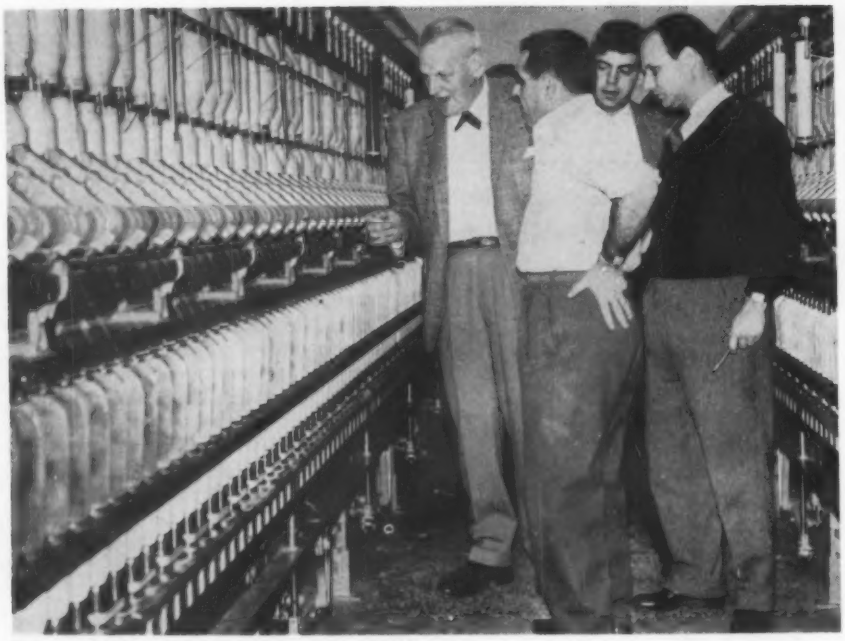
Greek labor, however, is not inherently of low productivity. Lack of training, lack of modern machinery creates this situation. Thousands of young Greeks in German industry are found to be excellent after they are properly trained to use modern equipment and are given incentives.

Great strides are being made in developing electric power. Present rates are expected to be lower when the Public Power Commission completes its plan to distribute power to more rural areas.

Capital short

Capital is one of the short commodities in Greece. The cost of money is high; Greek businessmen and other Greek agencies are seeking outside capital investment and joint ventures.

"In most Greek wool textile companies," the Werner report states, "this item of cost (interest and discount rates)



SPINNING AND WEAVING MILL: Mission member Robert E. Kell, left, is shown inspecting the Aegeon Spinning and Weaving Mills, Lavrion, Greece. He reports on the market for textile machinery in Greece.

is approximately three times higher than in mills in other European Economic Community countries. These expenses in 1960 represented 6% of total product cost. Even though this extremely heavy burden is an improvement over the preceding 2 years, preliminary examination of 1961 operating results reveals that 1961 will register higher interest-discount costs than 1960." Werner points out that part of this high cost of financing results from some improper marketing procedures.

The majority of textile mills have little quality control—another example of lack of technical skill. Few mills have temperature and humidity control. It is exceptional to find a mill with precision equipment to run the various tests to insure uniformity and standardization of their products. At least five shirt manufacturers reported they were importing their fabrics from France, Germany, or Italy to make a quality product, in spite of the fact that the Greek manufacturer of cotton fabrics is protected by a duty on such fabrics. There is also a critical need for quality dyeing and finishing.

Manufacturers often sell their products to wholesalers or retailers on terms of 6 to 12 months. There is no doubt that cost and selling prices of these products could be reduced if credit terms could be brought in line with those of the European Economic Community which average 30 days.

When their basic problems of technical skill and capital are solved, manufacturers can create new, distinctive styles; but they must use capital to promote their distinctively styled products. There is no country with a greater background for classic beauty and romantic appeal than Greece. There is no field in which this background could be more effectively utilized than in the sphere of fashion textile products.

Investment opportunities

The weaknesses which now exist should not be a deterrent. The Greek businessman, the Government, the economic agencies recognize these weaknesses and are eager to correct them. They have recently reviewed their laws to give incentives to outside investment. Their basic investment laws have been embodied in their national constitution to protect outside investors.

The fine relationship between Greece and the U.S. is an important factor in considering investment and or joint venture. The Greeks will strive to secure investments which are to their best national and economic interest, however, and the American, like the Greek, is going to take a hard look at incentives in other countries and decide on the one in his best interest. All this is healthy, and when the process is completed there will be substantial opportunities for American investment.

Market for handicraft

The only substantial increase in Greek textile exports to the U.S. is likely to be in handicraft. Handwoven fabrics, skirts, and dresses as well as hand-embroidered fabrics and handwoven rugs, with some promotion probably would be purchased not only by the general public but would be of special interest to the 2 million Greek-Americans.

U.S. machinery popular

Our greatest competitors in exporting textile machinery are Germany, Italy, France, and England. Although many textile manufacturers in Greece prefer American machinery, they gave three reasons for not purchasing more: Freight costs, short-credit terms, slow delivery of replacements parts. A good look should be taken at these barriers by the textile machine makers in the U.S.

the author

Mr. Kell has had 28 years' experience in the manufacture of textiles. A graduate of Davidson College, Davidson, N.C., he received a Masters degree from Emory University, Atlanta, Ga. in 1933. An active member of the National Association of Hosiery Manufacturers, he has served on that association's Planning and Employees' Relations Committee. No less active in civic affairs, Mr. Kell was Mayor of Bristol and served on Bristol's City Council for 8 years. He is on the Board of Directors of Washington Trust and Savings Bank of Bristol.

Schedule of conferences by Trade Mission members

Here is the businessmen's consultation schedule for members of the Trade Mission to Greece (check with your local Field Office for time and place):

Boston, Mass.—Feb. 6-7
Denver, Colo.—Feb. 12
Greensboro, N.C.—Feb. 14
Bridgeport, Conn.—Feb. 18
Hartford, Conn.—Feb. 19
Detroit, Mich.—Feb. 21-22
San Francisco, Cal.—Feb. 25
Los Angeles, Cal.—Feb. 26
Pittsburgh, Pa.—Feb. 26-27
Dallas, Tex.—Feb. 28
Cleveland, Ohio—Mar. 1
St. Louis, Mo.—Mar. 5
Minneapolis, Minn.—Mar. 7
Philadelphia, Pa.—Mar. 12-13
Miami, Fla.—Mar. 14

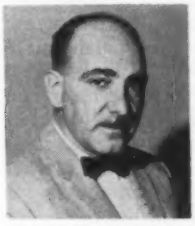
Greek provincial markets overlooked as sales areas

Visiting businessmen too often concentrate on cosmopolitan center and neglect secondary but thriving commercial communities; local agents valuable

By STEPHEN DUNCAN-PETERS

Chief, North Africa and Horn Section, BIC

Attention today is focused upon the future prospects of the Greek economy as it becomes more closely alined with those of the Common Market countries. This incorporation, however, will not be completed until 10 years from now. In the meantime, the Greek markets, as they are now, should be examined on the basis of their possibilities and opportunities.



S. DUNCAN-PETERS

Too many visiting businessmen arriving in Greece limit their stay or studies to the attractive cosmopolitan center of Athens. In so doing they neglect the secondary but locally important and thriving commercial communities of Tessaloniki, Patras, Heraklion, or Ioannina, as well as the smaller towns. The Athens-Piraeus complex is the principal commercial, financial, industrial, and administrative center of Greece. On the other hand, an American manufacturer with an agent distributor in Athens may find that his product is not reaching the provincial markets catering to perhaps 80% of the total population.

Individual handling

Generalizations cannot be made with impunity, as each product or service requires individual handling; but if a product depends upon a large number of retail sales outlets to insure adequate distribution throughout the country, the American manufacturer would be well advised to see that he has such outlets. The Chambers of Commerce at Thessaloniki and Patras point out that a local agent, familiar with his immediate market and personally known to the local retailers, is bound to be far more successful in selling the product than would a firm in another area.

The market is expanding. Greek imports have about doubled in the past decade. The principal competitors of the U.S., Japan excepted, have gained significantly in their trade with Greece since 1954, but U.S. commercial sales (P.L. 480 agricultural transactions excluded) have not been keeping pace with the growth of this active market.

Door to Africa, Near East

Greek Chamber of Commerce officials and banking institutions in Athens advised the Trade Mission that Greek firms have been reporting expanding sales in the African and Near Eastern markets. This development is not unexpected because Greek families have been settling in some of these areas since the days of ancient Hellas and the Macedonian conquests. In many instances Greek firms, trading in the same locality for several consecutive generations, have long been accepted by local commercial communities.

This factor merits serious consideration by any American manufacturers interested in joint ventures or licensing arrangements in Greece. It may well be possible that markets now closed to U.S. exports either because of exchange difficulties or other considerations may be penetrated by Greek subsidiaries.

Language is not a major barrier in Greece as a relatively high percentage of local officials and businessmen are acquainted with the English langauge. Most of the hotels and many of the restaurants provide English speaking personnel or menus in the English language. Two English language daily newspapers are published in Athens and a variety of current American or British periodicals or newspapers are available in the main towns.

American residents

Many thousands of American military and official civilian personnel have resided in Greece since 1947 and they have helped to introduce a wide range of U.S. products into the Greek economy. This has led to an appreciation of American engineering and manufacturing techniques and a relatively high demand for U.S. products.

Almost invariably, however, Greek importers lamented the high, and in some instances, almost prohibitive freight rates from the U.S. As this complaint has been echoed from other quarters in the Mediterranean, notably Libya, Turkey, and Lebanon, it might bear close scrutiny by U.S. shipping lines.

Also, Greek businessmen find that credit terms required by U.S. firms are much stiffer than those offered by European, United Kingdom, or Japanese exporters. American insistence upon irrevocable letters of credit prior to acceptance of a Greek firm's order presents a particular problem to the latter. Irrevocable letters of credit tie-up funds for prolonged periods as the time lag between submitting an order and the date of delivery in Greece may be several months, depending upon the nature of the consignment.

Local charges

Futhermore, local surtaxes imposed by the Greek authorities when a letter of credit is opened reportedly amount to about 5% of the total figure involved. This not only increases cost but penalizes the Greek importers by either depriving them of the use of operating capital in the interim or by obliging them, as a counter-measure, to borrow from local banks at the prevailing high interest rates.

Some Greek importers pointed out that a much simpler method could be utilized without adversely affecting the interest of the American exporter: Shipment of goods against payment upon delivery. As there may be restrictions against this method, however, for some products, firms may wish to consult Commerce Department publication, Licensing and Exchange Controls—Greece, World Trade Information Service report, part 2, No. 61-32, for sale at 10¢ each from the Superintendent of Docu-

the author

A Foreign Service Officer with the State Department since 1954, Mr. Duncan-Peters was the Mission's trade development officer. Prior to joining the Department of State he was with the National City Bank of New York. He has served in sixteen countries and has traveled widely in Europe, Africa, and the Middle East. Mr. Duncan-Peters is fluent in modern Greek.

ments, Washington 25, D.C., or your nearest Commerce Field Office.

Marketable Products

The Trade Mission compiled the following list of commodities which, among others, are currently in demand in the Greek markets:

Industrial equipment: Electrical machinery, construction machines and tools, road-building equipment, air-conditioning (units have less market), conveyor equipment, forks, lifts, and related equipment, machine tools.

Automotive equipment: Automotive repair equipment, automobile accessories and parts, passenger automobiles, heavy-duty or special-purpose trucks, tires, and tubes.

Lumber products: Laminated products, hardwood flooring.

Fuels: Coal, lubricating oils and greases.

Chemicals, pharmaceuticals: Fertilizers, antibiotics.

Textiles: Textile machinery and equipment, yarns and thread of artificial textile fibers, synthetic prints.

Office equipment: Duplicating machines, addressing machines, calculators and computors.

Foodstuffs: Frozen poultry, dairy products, baby and dietetic foods, canned meat and fish products.

Consumer goods: Cosmetics and toilet preparations, electrical household appliances.

Miscellaneous: Scientific and precision instruments, photographic equipment and supplies, phonograph records, books and periodicals.

Market in Greece favorable for food processing surge

Plants for canning, freezing, and dehydrating needed; labor supply plentiful; climate provides long growing season, generally permitting two to three crops a year

By JOHN VENTRE, JR.
President, Ventre Packing Co., Inc.

An increase in food processing will be a major step to project the Greek economy forward in meeting its new challenge.

JOHN VENTRE, JR.

The last 2 years have shown tremendous improvement, but the surface has hardly been scratched.

Food - processing plants of all types are needed in canning, freezing, and dehydration.

Food plants can be strategically located without fear of workers' availability. The Greek Government welcomes new business and will arrange tax advantages, such as higher depreciation rates on fixed assets and special reserves of 25 to 40% of current earnings. The Greek Islands provide even greater tax advantages.

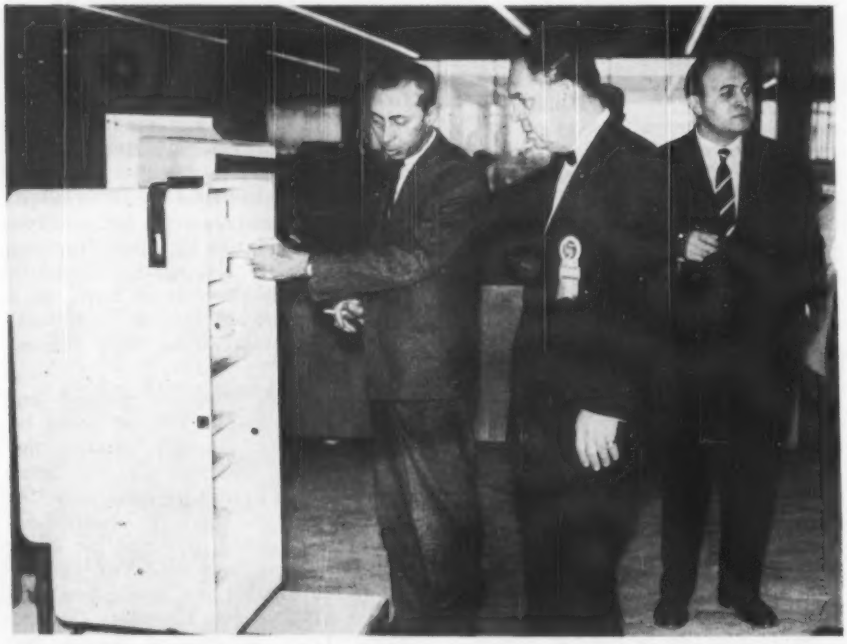
Forty-eight percent of the Greek population deals in agriculture and lives in rural areas. Agriculture is the country's most important source of income and employment, providing one-third of the Nation's gross national income, and more than 80% of its export earnings. With the large amount of unemployment and underemployment and the low-cost, easily trained labor force, Greece, compared with other Common Market countries, becomes doubly attractive as a possible location of a facility.

Of a total of 9 million acres of arable land, only 1 million acres are irrigated. A stepped-up program to irrigate 1½ million more acres by 1970 has been undertaken. A program is also underway to convert some wheat acreage to fruit and vegetables, providing greater revenue for the farmers.

Ready market

The large growing demand for processed fruits and vegetables and frozen citrus concentrates in Western Europe, and Greece's association with EEC, give an American investor a ready market.

Greece enjoys a healthy dry climate—typically Mediterranean—and relatively



PLASTIC PLANT: Trade Mission member (center) Paul Guy Maganus visits the plant of the American Plaston Corporation, manufacturer of plastic products in Athens, one of 33 factories visited.

the author

Mr. Ventre has had wide experience in processing, canning, packing, warehousing, merchandising, and distribution of foodstuffs, and has knowledge of freezing and dehydration of foods and U.S. sources of food processing and food packaging machinery and equipment. Prior to establishment of the Ventre Packing Co. in 1948, Mr. Ventre served as a manufacturers' representative for Kilmer & Co., Stamford, Conn. He is a member of the National Food Brokers Association and the American Institute of Management.

mild wet winters, which provide a long growing season permitting two or three crops a year through use of early-and late-maturing varieties and staggered plantings of fruits and vegetables.

Few good plants

There are only a few well-equipped food-processing plants in Greece. In the Athens area there are several nonprocessing, small food plants that are family owned; but they are poorly equipped and operated, unorganized, and unfamiliar with good merchandising practices. The potential, however, is there and a motivating force to surge ahead is in the air. They are eager to cooperate and learn about modern production practices. They have come to realize that they must become competitive if they expect to export their products in the Common Market countries.

Joint-ventures sought

Many of these firms are seeking joint ventures or licensing arrangements with U.S. companies. It is interesting to note, for example, that no baby food exists for a firm that makes two types of a cereal variety which is packaged; a plant making a few varieties in glass jars or cans could be most successful as a strong market develops.

Northern Greece grows considerable wheat and has a few good milling plants. There is also a (pasta) macaroni plant. This is a good area for fruit and vegetables, especially tomatoes, which are processed. Apple trees are more than sufficient to take care of the demand, and this year there was a bumper crop. No provision was made to use the surplus apples, and little export of fresh apples is expected. Production of apple sauce, for both babies and adults, would provide an excellent investment project.

Food processing nil

The farmer now raises fruit and vegetables most in demand for the fresh market and sells only the surplus for canning, because processors do not provide price incentives for the processing varieties. An American food processor in Greece would have to bring skilled technical help and work closely in the field with the farmers to get the best fruit and vegetables for processing.

Plans should be made to presell canned goods before pack season, working through agents scattered throughout Western Europe.

At present, much of the fruit and produce in Greece is exported; it is handled by middlemen at excessive rates. An organization established for such handling could be advantageous to the farmer in bringing him higher prices. Also, a food processor could buy all the fruit and produce at a higher price than the middlemen or agents and handle his own exports; such procedure, however, would require cold storage and sorting warehouses.

Greek businessmen look to the U.S. for joint ventures and licensing more than they do to other countries. Much equipment is needed, but that of other countries is favored because of its more moderate price.

Food prices high

As a result of inefficient production, even with lower costs the Greek food product is higher than the American. The "mama and papa" grocery stores still exist, and the tremendous mark-up on food makes many slow sellers. Self-service stores, with everything under one roof instead of in 3 or 4 stores, could improve the situation. The Athens area could use at least 15 of these stores. Distribution channels then could have a complete overhauling and new products, such as packaged fruit, food, and produce, could be introduced more easily into Greece.

The transportation system in Greece is relatively good between the principal cities, but access roads to the producing areas are generally not satisfactory by American standards.

Food products made in Greece would find little use in the U.S., except perhaps some specialties and olive oil.

Better goods, lower prices

American firms now selling their branded products in Greece should note that once Greece makes premium quality products, they will be at lower prices than are presently charged for her less sophisticated products.

The Industrial Development Corporation of Athens (I.D.C.) has $40 million to invest in new enterprises and would like joint ventures or three-way arrangements. I.D.C. does not lend money but provides equity capital for certain new industries. The Economic Developing & Financing Organization (E.D.F.O.) has over $100 million in total assets and would like to loan on a long-term basis. They also are interested in helping new business or those who want to go into joint ventures.

The investment climate in Greece is good, and the food processing field offers the best opportunities. The Agricultural Bank of Greece and other banks, the I.D.C., the E.D.F.O., and the Ministry of Industry of Greece, all look with favor toward this end.

Sales potential for machine tools

Metalworking equipment in Greek industry over 15 years old

By PAUL GUY MAGANUS

President, International Casting Corp.

More than 90% of the metalworking equipment in use in Greek industry is over 15 years old; there is extensive and constant rebuilding, usually by individual firms owning the tooling.

PAUL G. MAGANUS

All general-purpose machine tools of the universal types in the lower and middle price range offer immediate and near future sales potential: Drills, drilling heads, air and electric grinders, presses, lathes and accessories, bending machines, buffing and polishing machines, saws, shears, welding equipment, and tool room precision items.

Agents buy most

U.S. machine tooling and equipment exported to Greece should have power voltage of 220/380 and all technical marking should be in Greek and English, with the Greek predominant.

Most of the equipment bought by Greek businesses is purchased through manufacturers' agents who handle diversified items. As a general rule, these agents do not have skilled engineers on their staffs to assist the manufacturer. As most heavy and light industry is concentrated in the Athens-Piraeus and the Thessaloniki areas, coverage by U.S. sales agents visiting Greece can be concentrated in these two areas.

Modern rail, ship, and highway facili-

the author

Mr. Maganus, also managing director of International Casting Corp., has broad knowledge of machine tools and metalworking equipment. Mr. Maganus received his Bachelor of Science Degree from Linsly Institute of Technology, Wheeling, W. Va., in 1939. He is a member of the Engineering Society of Detroit, the American Chemical Society, and other professional associations.

ties are adequate for transportation of the raw material and finished product to, in, and from Greece.

There are trade schools for training semiskilled labor; but skilled labor is at a premium and for the present must be trained by factory management. Unskilled labor is plentiful in Greece, where unemployed or underemployed workers number about 25% of the labor force.

The Federal Republic of Germany is the largest supplier of tooling, followed by Italy and Czechoslovakia. There seem to be several reasons for this situation: The continental countries are selling their middle-priced items, the U.S. its top metal goods; these countries extend credit up to 3 years, U.S. manufacturers demand cash; continental firms communicate with the Greek industrialists in person; and shipping charges from the U.S. are high.

Recent legislation, and contemplated changes by the Greek Government, are designed to help increase foreign participation.

Greek industry needs tooling, handling equipment (tracks, feeders, servo control systems), and technical know-how to improve quality, costs, service, and acceptance in the Greek market, the European Economic Community, and the North African and Middle East areas.

Flexibility is needed by the American businessman in order to adapt himself to local conditions in Greece.

HAROLD F. LINDER

Eximbank, credit insurance innovations calculated to stimulate U.S. exports

Short and medium-term export-financing programs insure political risks separately, set up lower rate schedule

By HAROLD F. LINDER

President and Chairman
Export-Import Bank of Washington

To help put American exporters in a position equal to or better than their foreign competitors, Export-Import Bank (Eximbank) and Foreign Credit Insurance Association (FCIA) planners in the last quarter of 1962 mapped moves to meet specific requests from the export community itself.

As a result, project loans and other Eximbank facilities are now being complemented by additions to short and medium-term export-financing programs. These innovations include FCIA policies to insure political risks alone, and a new rate schedule for both FCIA insurance and Eximbank guarantees to private banks which calls for lower fees and premiums than those previously charged. In addition, Eximbank will extend guarantees for the first time to cover specialty transactions such as the sale of U.S. services abroad. The new measures are calculated to complement the Government's over-all drive to increase exports by providing exporters with access to programs patterned to fit their needs whether it be through the FCIA, private banks, or the Export-Import Bank.

Political risks

The Foreign Credit Insurance Association since February 1962 has been issuing short-term export credit insurance and since July 1962 has been issuing medium-term insurance in cooperation with Eximbank. Both policies are comprehensive, and cover credit and political risks in the overseas sale of American goods. Now the FCIA also will make available policies to cover political risks alone in the short and medium-term fields. Procedures for the new political-risk policy will be the same as those for the comprehensive, and the risks covered are identical to the political-risk portion of a comprehensive policy. Short-term political-risk policies will be issued on a "whole turnover" (i.e., all eligible exports) basis. Medium-term policies will be approved case-by-case with reasonable safeguards but without flat requirements for a "reasonable spread of risks."

Under the new separate political-risk policy, Eximbank will underwrite 100% of the liability. Since the possibility of currency inconvertibility and other political risks comprise the major hazard in credit sales abroad, rates for separate political-risk policies will be from two-thirds to three-fourths of those for the comprehensive insurance now being issued. It is apparent, then, that for little more in premiums the exporter may avail himself of full comprehensive coverage, and it is our feeling that he seriously should consider it.

Fees and rates

Fees for Eximbank guarantees to private banks and premium rates for FCIA insurance policies in the past have been based on the term of the insured credit and on 3 groupings of market countries ranked according to market risk. Begin-

the author

Before taking the helm at the Export-Import Bank in 1961, Mr. Linder was distinguished for his many years of achievement in business and government, including service as a manufacturer and executive of firms such as Cornell, Linder & Co., Carl M. Loeb, Rhoades & Co., and General American Investors Co. His Government posts have included Deputy Assistant Secretary and Assistant Secretary of the Department of State. Born in Brooklyn, New York, and educated at Columbia University, he has long been a leader of philanthropic affairs.

ning in January fees and rates for medium-term Eximbank guarantees to private banks and FCIA insurance to exporters were based upon 4 groupings of countries instead of 3. Short-term rates are being revised similarly. These changes mean reductions in fees and premium rates in a great many markets.

Pre-shipment cover

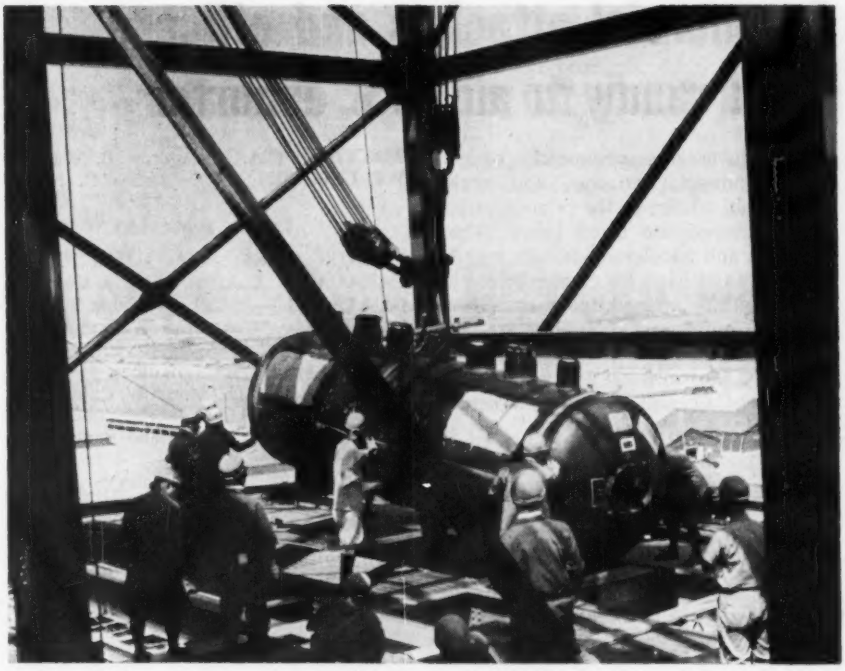
Export credit insurance is obtainable from the FCIA on either short or medium-term export sales, not only from the date of shipment but also from the date of the sales contract, when desired by the exporter. To provide similar pre-shipment cover for exporters whose sales are to be financed without recourse by a private bank under Eximbank guarantee, Eximbank is for the first time issuing medium-term pre-shipment guarantees to exporters who have arranged such non-recourse financing. In this way protection is available against loss occurring after the date of contract for sale but before actual shipment abroad. Manufacture of the ordered equipment usually takes place during this pre-shipment period. Protection is against insolvency of the buyer and political risks which prevent ultimate shipment, but not against capricious cancellation of the order by the buyer or failure to accept the goods. The new guarantees are issued at the request of U.S. private banks for their exporter-customers, and are issued only in conjunction with comprehensive guarantees to private banks which become effective at the time of shipment of a given order.

Specialized services

Another new guarantee offered by Eximbank is designed to cover political risks in the overseas sale of specialized services performed by U.S. firms. Included are contracts for architectural work, design, engineering studies and reports, and economic surveys. Since this category is to some extent an abstract thing not so finite as sales of bulldozers or generating sets, the precise relationship between the seller and the buyer is more difficult to describe. Therefore, authorization of guarantees for the sale of such technological and economic survey services understandably requires a more detailed case-by-case analysis.

In addition to guarantees for services Eximbank offers political-risk guarantees to cover U.S. goods on lease abroad, on exhibit, or on consignment awaiting sale. The guarantees on leased goods are new. For some time, Eximbank has been underwriting guarantees on agricultural commodities such as cotton, wheat, and tobacco on consignment abroad awaiting sale. The new guarantee, however, broadens eligibility to include the full range of industrial equipment or materials sold on medium-terms.

We are also guaranteeing against political-risk losses where items on exhibit are concerned—especially important in view of the increased use of overseas exhibitions and trade fairs by American manufacturers.



EASY DOES IT: U.S. equipment being placed at Kansai electric power installation, Osaka, Japan. Eximbank loaned $15.1 million to Kansai, which placed orders with Westinghouse Electric International, Babcock & Wilcox Co. and others in connection with export of a 325,000-kw steam turbo-generating unit.

Project lending

A great portion of the Bank's work still is centered upon large-scale development project loans. In looking back over 1962, again it can be said that U.S. manufacturers and exporters will receive thousands of orders as a direct result of Eximbank long-term lending for development projects. Project loans were made in all major geographical areas of the free world, and were for the supply of U.S. equipment, materials and services. Included were U.S.-made components for steel mills, mining development, water supply systems, electrical power installations, a large bridge, and locomotives. Projects approved by Eximbank for financial assistance will have beneficial economic and social impact upon the recipient countries and lay the basis for future growth in international trade.

Confirming our previous experience in project loans, activity in 1962 was over a broad range of items and amounts financed. One loan of $500,000 to Ecuador's Ministry of Development was to finance the purchase of U.S. breeding cattle. Both dairy and beef cattle imports will be used to help build up the quality of the country's herds. In another loan, the Bank authorized for Portugal $55 million for U.S. equipment, materials, and services needed for construction of a bridge across the Tagus River at Lisbon. A project of the first magnitude, the bridge will greatly improve communications for the 2 million people of Lisbon's metropolitan area, as well as link the region with main arteries to Spain and the rest of Europe.

What we are aiming for at Eximbank is a unified and flexible program which helps to fill more ships with American goods. We think we have such a program. But the work is just begun. Ahead in 1963 lies the task of making these facilities as well known to exporters and bankers across the land as their own balance sheets.

SALVADOR: HARVESTERS

New work, pay, and food standards for El Salvador's harvest workers in the current season, ending May 31, 1963, have been established under Decree 201. A new labor code is expected to be in force after May 31.

Commercial attaches and officers stand ready to aid U.S. exporter

U.S. Government commercial counselors, commercial attaches and senior commercial officers in the principal trade centers abroad are listed below. Their addresses and telephone numbers may be obtained from local telephone directories or by inquiring at the airports or railway stations. Commercial counselors are indicated by the initials C.C., commercial attaches by the initials C.A., commercial officers by C.O., and assistant commercial attaches by A.C.A.

Africa

ABIDJAN C.A. G. Michael Bache
ACCRA C.A. Evelyn M. Schwarzstrauber
CASABLANCA C.O. Robert L. Dowell Jr.
JOHANNESBURG C.O. Eugene L. Padberg Jr.
LAGOS C.A. David Post
LEOPOLDVILLE C.O. Michael P. Hoyt
NAIROBI C.O. Robert L. Ware Jr.
TRIPOLI C.O. Charles W. Henebry

Europe

AMSTERDAM C.O. Frank S. Wile
BARCELONA C.O. Allen H. Lester
BELGRADE C.O. Charles T. York
BERN C.A. James F. Amory
BONN C.A. Paul H. Brent
BRUSSELS C.A. Edgar P. Hawk
COPENHAGEN C.A. Marion E. Anderson
DUESSELDORF C.O. Ernst A. Van Es
FRANKFURT C.O. Edmund F. Becker
HAMBURG C.O. Paul D. McCusker
HELSINKI C.A. Wallace H. Pederson
LISBON C.A. Robert W. Wagner
LONDON C.C. Nathaniel Knowles
MADRID C.A. Henry L. Pitts Jr.
MILAN C.O. Harry R. Stritman
OSLO C.A. Louis C. Feffer
OTTAWA C.A. Leonard H. Price
PARIS C.C. Thomas E. Drumm Jr.
ROME C.A. George T. Elliman
ROTTERDAM C.O. Robert A. Bishton
STOCKHOLM C.A. Gustav E. Larson
THE HAGUE C.A. Richard B. Crowl
TORONTO C.O. Xavier W. Eilers
VIENNA C.A. Henry W. Prentice

Far East

BANGKOK C.A. John J. O'Neill Jr.
DJAKARTA C.A. Jay A. Van Swearingen
HONG KONG C.O. Harold C. Champeau
KOBE-OSAKA C.O. Raymond W. Eiselt
KUALA LUMPUR C.A. Floyd J. Dubas
MANILA C.A. Joseph Rand
MELBOURNE C.O. Nez C. Hallett Jr.
RANGOON C.A. Arthur S. Abbott
SAIGON C.O. Leonardo Neher
SEOUL C.A. Alvin C. Eichholz
SINGAPORE C.O. Albert L. Zucca
SYDNEY C.O. Robert A. Thayer
TAIPEI C.A. Robert C. Johnson Jr.
TOKYO C.A. Andrew B. Wardlaw
WELLINGTON C.O. James C. Nelson

Latin America

BUENOS AIRES C.A. John F. Troy
CARACAS C.A. Eldon J. Cassoday
GUATEMALA C.O. Paxton T. Dunn
LA PAZ C.A. William Gibson
LIMA C.A. Robert W. Ross
MEXICO C.A. Gilbert E. Larsen
MONTERREY C.O. George W. Caldwell Jr.
MONTEVIDEO C.A. Frederick L. Royt
PANAMA C.O. Howland Bancroft Jr.
PORT-AU-PRINCE C.O. Valentin E. Blacque
QUITO C.A. William B. Miller
RIO DE JANEIRO C.A. Edward J. Bash
SAN JOSE C.A. James Maish Jr.
SAN SALVADOR C.A. Melville A. Shaw
SANTIAGO C.A. Morris Allen
SANTO DOMINGO C.O. John B. Perkey Jr.
SAO PAULO C.O. Herman J. Jelinek
TEGUCIGALPA C.A. Arnaldo Berenguer

Near East

AMMAN C.O. Thomas J. Scotes
ATHENS C.A. Richard W. Barham
BAGHDAD C.A. Joe Lill
BEIRUT C.A. John C. Weisert
BOMBAY C.O. Raymond J. Becker
CAIRO A.C.A. Robert J. Bushnell
CALCUTTA C.O. Joseph C. Wilson
COLOMBO C.O. Frances D. Hyland
DAMASCUS C.O. Leslie D. Polk
ISTANBUL C.O. John C. Mallon
IZMIR C.O. Edward E. Keller Jr.
KABUL C.A. Robert T. Wallace
KARACHI C.A. John K. Hagemann
NEW DELHI C.C. Carney G. Laslie Jr.
TEHRAN C.A. Thomas C. Stave

Oil boosts Libya near 1st favorable trade balance

Libya may have achieved a favorable international balance of trade in calendar year 1962, for the first time since becoming independent 11 years ago. Exports totaled only $18.2 million in 1961, while imports were valued at $149.2 million. However, oil exports during 1962 are thought to have reached $129 million and swelled the total to $140 million. While final returns are not yet available, the leading categories of imports for the first 11 months were: machinery and transport equipment, $29.7 million; manufactured goods, $20.2 million; food and live animals, $10.1 million.

3 African nations sign investment accords with U.S.

Nigeria and the 2 Congos bring total African participants to 14

The Agency for International Development has announced the conclusion of investment guaranty agreements with 3 more African countries—Nigeria, the Republic of Congo (Brazzaville) and the Republic of the Congo (Leopoldville).

The AID Investment Guaranty Program in these countries will enable the U.S. Government to provide insurance against various non-business risks to American investors in new projects approved by the host governments. Under the program, guaranties against inconvertibility, expropriation, and losses due to war, revolution or insurrection are available, also the new extended risk coverage. A guaranty of convertibility insures the American investor that his capital and annual returns on that investment will remain convertible; insurance against expropriation, war, revolution or insurrection will enable an American investor to recover losses due to these causes.

Under this program the U.S. Government offers protection for investments of capital, commodities, services, patents, and processes. An eligible investment may be in the form of stock purchase, loans, or royalties, for which a fee of ½% is charged of the amount of each coverage in force in any contract year.

A total of 14 African countries have now instituted the AID Investment Guaranty Program. Others participating include: Morocco, Tunisia, Sudan, Liberia, Ghana, Sierra Leone, Guinea, Ivory Coast, Niger, Togo and Ethiopia.

American investors interested in obtaining investment guaranty coverage for foreign investment should address inquiries to the Investment Guaranties Division, Agency for International Development, Washington 25, D.C. Tel: DUdley 3-8363.

NEW ORE LOADER

South African Railways have announced that the new ore-loading plant in Port Elizabeth harbor, with an annual capacity of 1½ million tons, will be in full operation by April.

STRIKE AFTER-EFFECTS

Eight more countries give assurances on licensing of strike-delayed goods

Relaxation of customs routine expected for hardship cases as replies continue coming in from many states queried

More foreign governments have indicated they will be lenient in the administration of their customs procedures with regard to U.S. shipments delayed by the recently concluded maritime strike along the Atlantic and Gulf Coast. Working to head off possible difficulties arising from the expiration of import licenses (INTERNATIONAL COMMERCE, January 7, p. 15, and January 28, p. 2), U.S. Commercial Officers abroad have queried 30 governments on their current policies in view of the strike's effects. The 8 latest replies indicate:

Burma—The Directorate of Imports and Exports cannot issue a blanket extension of outstanding licenses, but importers may present individual requests for extension of their licenses, which are usually valid for 6 months from the date of issuance. They may be extended for 3 months and again for 3 additional months. Requests for a longer extension would have to be supported by a more detailed explanation of the cause of delay in delivery. No serious problems should arise regarding license validity.

El Salvador—Import licenses are not required.

Guatemala—The Bank of Guatemala's Department of Foreign Exchange has indicated that regulations governing recent exchange controls will not affect U.S. exports held up by the dockworkers' strike since there is no time limit on the import permits granted under the system.

Ghana—The Ministry of Finance and Trade cannot grant a blanket extension of the validity of 1962 licenses, but each case will be considered separately. Goods with import licenses expiring because of strike delays include rice and dacron suitings. The Embassy will attempt to give all possible assistance in such cases.

India—The Joint Chief Controller of Imports and Exports stated that extensions of import licenses would certainly be authorized upon settlement of the strike. The validity of licenses will be extended upon application by importers who show that importation could not be effected prior to the expiration of the license because of the strike. The period of extension will depend on the extent of port congestion. The Controller thought a 30-day extension would not be unreasonable, and an extension for a longer period might be authorized.

Jordan—While appreciating the situation, officials indicate that it will not be necessary to grant a blanket extension of import licenses. All are valid for 6 months, and if extensions are required they are issued upon payment of a fee of 1% of the value of the goods. Although it is doubtful that this 1% fee will be waived (special legislation would be required), Jordan will cooperate in these problems and no difficulties are foreseen.

Pakistan—The Chief Controller of Imports and Exports stated that he may adopt the U.S. suggestion that import licenses be extended until 30 days following the strike's end. The U.S. Embassy's request for consideration was communicated to the Secretary of the Economic Affairs Division.

Venezuela—The Ministry of Development on January 22 published a resolution extending to Mar. 31, 1963, the validity of all Ministry-issued import licenses expiring between Dec. 15, 1962 and Feb. 15, 1963. In addition, the Central Bank's Office of Exchange Control made public on January 23 an announcement dated January 21 requesting importers of merchandise on the controlled list to apply for an extension of strike-affected import permits and exchange licenses. The Embassy is checking the status of similar action by other Ministries (such as Agriculture and Health) responsible for issuing import licenses for certain products. It is also looking into the applicability of the principle to cases involving exemption from import duty.

Additional replies will be summarized in INTERNATIONAL COMMERCE as they are received.

Chicago world trade meeting

Facing problems in exporting, importing or international operations?

You may be able to find the answer early next month at the 26th Chicago World Trade Conference.

At the March 4-5 conference, businessmen will be able to:

❶ Obtain the views of business leaders on current world trade trends.

❷ Exchange ideas for building greater and more profitable business in world markets.

❸ Participate in frank and open discussions on many aspects of world trading.

Theme of the 2-day affair, to be held at the Pick-Congress Hotel, will be "Progress and Prosperity through International Trade."

Included in the activities will be addresses by leaders in business and government and panel discussions and intensive workshop study groups, led by recognized experts. The following areas will be covered:

U.S. foreign economic and trade policy; exports-imports-overseas manufacturing, joint ventures and licensing; taxation affecting exporting and international operations; financing of foreign business; legal aspects of Common Market operations; marketing, public relations and advertising; and small business in international operations.

Major speakers will include Brooks McCormick, executive vice president of Internaitonal Harvester Co., who will deliver the keynote address, and Robert W. Sarnoff, chairman of the board of the National Broadcasting Co., Inc., scheduled to give an address at the concluding banquet session.

General sessions on both mornings are planned, to be followed by luncheon programs with major addresses.

Concurrent workshops will be held in the afternoons, with ample time scheduled for audience participation with the panel members.

'Community of Europe' is an exciting story

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

The last place one would expect to find a book on the Common Market written as objectively as the telephone yellow pages would be from the pen of an alert Briton who for 6 years has been an EEC official.

Yet Richard Mayne has written "The Community of Europe," published last week by W. W. Norton of New York, and it is a detailed, dramatic documentation of one of the most exciting economic stories since the war.

In order to give reliability to where the Community, 6 traditional rivals, might be going, it's necessary to know where it's been and while writing a history of events so recent would seem to be more like a policeman's report of an accident, Mayne succeeds.

Jean Monnet, who if not the market's father, was the attending obstetrician, declares that Mayne's book puts the workings of the Common Market in their true setting.

"The Common Market is not a static creation," says Monnet. "It is a new and dynamic phase in the development of our civilization. Nations have begun to accept that their problems are joint problems and cannot be settled by national measures only."

New names are appearing rapidly on office buildings in Paris and Brussels. Associations, encompassing manufacturers of all 6 countries are blossoming everywhere and include everything from electrical products to the union of the Association of Fizzy Drinks.

Each day evidence appears at the consumer's level of growing integration. There are Eurocalza stockings, made in Italy for "The woman of the new Europe." Recently a European raincoat was introduced, carrying the EUR letters and six stars.

Community leaders, almost all of whom are sanguine, wise young men, 35 to 40 years of age, use new red, white and blue license plates on their motor cars. In Luxembourg, the schools where children of officials are taught 4 languages, the buildings are shaped in an E design—for Europe.

Besides, it has been done in a fillip. The Common Market, writes Richard Mayne, began at four o'clock in the afternoon of May 9, 1950, with the signing of the Coal and Steel Agreement, and although the present customs union, gradually abolishing frontiers on all other goods, and setting mutual external tariffs did not occur until 1958, the poignant philosophy of a new era has happened.

Mayne is a historian, rarely a journalist, and by his own appraisal, no prophet. "The Community of Europe" does what the author set out to do. The reader is taken on a labyrinth of paths, economic and political, that sometimes extend back to Graeco-Roman times, and through a web of committees, courts, councils and commissions, but Mayne is a good guide, stopping only rarely in one more town to see one too many cathedrals.

By choice, he does not speculate on the engrossing questions of whether Great Britain will enter, the probable effects on the rest of us either way, and whether political union, which so frequently walks the routes of trade, will follow.

All in all, this is an articulate documentation that maybe is a pinch too concerned with international culture, instead of international agriculture, but fresh, vigorous and objective about a phenomenon that still requires burping. But old enough to be everybody's pin-up as the most expanding market for goods made the world over.

United States exporters who sometimes have followed the market indifferently and vaguely will be brought smartly up to date. Mayne's book sketches with crystalline clarity all that has happened up until De Gaulle's veto.

Norway plans $59.9 million state-private power project

Norway's Storting (Parliament) has unanimously approved the hydroelectric power project at Roldal-Suldal in South Norway, to be financed jointly by the Government and Norsk Hydro A/S, Norway's second largest private industrial concern.

The Storting also approved a contract committing the Government's share of the project's power to the projected Husnes aluminum plant of Sor-Norge Aluminum, a Norwegian-Swiss-French aluminum company. The Norsk Hydro share has been earmarked for regional industrial development at Karmoy, still in the planning stage but reported to comprise an aluminum plant and possibly a magnesium plant.

Development of the Roldal/Suldal watercourse involves construction of 6 power stations with a total capacity of 385,000 kw. Total construction costs are estimated at over $59.9 million (425 million crowns), of which over $22.5 million (160 million crowns) will be borrowed abroad. One Norwegian crown equals $0.141.

UN Conference applies science to development

The United Nations Science Conference at Geneva will attack the problem of applying scientific and technological advances to speed the orderly growth of newly-developing areas during its sessions running from Feb. 4-20.

An Agency for International Development spokesman said that, for the first time, significantly large numbers of scientists, engineers, technicians and educators will meet with the men responsible for the economic and social development of a large portion of the world's population.

The 2,000 technical experts and national policy-makers from 80 nations will aim to promote the goal of the UN Development Decade: achievement of a minimum 5% annual national growth rate by 1970.

RANKING BOOK PUBLISHERS

In the 11 years through 1961, nearly 200,000 book titles were published in the Federal Republic of Germany. According to German trade sources, The Federal Republic ranked fourth among the world's book publishing countries, after the U.S.S.R., U.K. and Japan.

Bolivian recovery program hinges on rehabilitation of state mining enterprise

Officials not worried by lack of spectacular gains; U.S. interests help build new rubber tire complex; new Gulf pipeline ends reliance on Argentine crude

The basic problem facing Bolivia recently has hinged on the success of the Triangular Operation to rehabilitate the state-owned mining enterprise, Corporacion Minera de Bolivia (COMIBOL). The year-old plan has yielded few tangible results to date, but this was expected by both U.S. and Bolivian Government officials, according to the U.S. Embassy in La Paz.

It took time to plan improved operations and procedures, prepare orders for new equipment and supplies and obtain actual deliveries. Less than half the equipment ordered in the spring of 1961 has arrived in Bolivia, and not all of it has yet reached the mines.

The decisive test for rehabilitation of the mines will come this year, when labor indiscipline and leftist-inspired resistance to modernization will have to be faced squarely. It appears that unless the miners can be persuaded to accept the reforms required to improve COMIBOL's operations, the rehabilitation program will fail. If it does fail, the future economic development program, now encouragingly well underway, is likely to break down.

Credit boosts sales

Retail sales have increased as imports continued to rise. But, as in previous quarters, sales increases were due largely to better credit terms extended by American, Western European, Czechoslovakian and Japanese suppliers rather than increased domestic purchasing power.

The urban public's purchasing power has increased somewhat through the filtering down of increased earnings by import firms supplying economic programs financed by U.S. and allied aid. Physical output and general employment have not yet increased the public's general buying ability.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

The third quarter investment picture showed signs of changing. The long awaited Private Industrial Bank, with an initial capitalization of $2 million, was expected to begin operations early in 1963. Reorganization of both the Mining Bank and the Agricultural Bank under foreign specialists is now underway. Effective reorganization would increase the Mining Bank's loanable funds by approximately $8.5 million and the Agricultural Bank's by about $3.5 million. By mid-1963 these 2 banks should be providing a substantial stimulus to production in their respective fields.

Meanwhile, some manufacturing projects are taking shape outside of the framework of the new Industrial Bank.

The most interesting development in the industrial field was the announcement that a group of Bolivian and American financiers were combining to establish a tire factory at Cochabamba. Although official publicity did not appear until October, planning for this 70,000 tire per year factory has been underway for some time. The American companies involved include the Mohawk Tire Company, the Dayton Rubber International Division of Dayco Corporation and the Akron Rubber Machinery Corporation. The company will be called the Bolivian-American Tire Company.

Market surveys indicate that the present demand for tires is in the neighborhood of 100,000 units per year. With a capacity of 300 per day, the factory would be able to supply the bulk of this demand, leaving foreign sources to furnish the remaining 30%, which would be primarily in less popular sizes and grades.

Use local rubber

An especially significant feature is the planned use of Bolivian natural rubber to the greatest extent possible, amounting to about 1,500 tons of rubber per year. According to the company officers this will give additional employment to as many as 40,000 rubber gatherers in the Beni and Pando Departments, which are presently among the most backward and distressed areas of the country.

An essential part of the project is the construction of a rubber washing, drying and sheeting plant in the Beni Department to treat the natural rubber. In this process the weight of the crude rubber is reduced by about 25% as the dirt and foreign matter is removed. It is planned that this washing plant can be enlarged in the next few years to treat 5,000 to 6,000 tons of rubber per year and that the excess over the requirements of the tire plant can be exported to tire factories in neighboring countries, thereby earning an additional $12 million of revenue for Bolivia.

A British-financed factory to produce protective work clothing is expected to be in operation before mid-1963. Other foreign interests, some in conjunction with Bolivian groups, have completed plans for a fertilizer plant, a sulfuric acid plant and antimony ore-processing facilities.

Wool reorganization

Another important industrial event has been the inauguration of a rehabilitation program for the Domingo Soligno Bolivian woolen mill. This is the largest woolen textile mill in the country, and during the last several years it has been considered one of the most depressed industrial operations in Bolivia. Featherbedding, labor indiscipline, obsolete machinery and equipment, lack of proper

technical direction and very low productivity all contributed to making this mill's operation an extremely unprofitable venture.

In January 1962, the Bolivian Government appointed a special commission to study the mill and formulate a rehabilitation plan. In April, the Bolivian Government received an emergency $100,000 credit to purchase U.S. wool, and recently, after some discussion, it was agreed that AID would loan $250,000 through the Supervised Industrial Credit program. The Bolivian Government would loan an equal amount as well as grant a 5-year moratorium on debts owed by Soligno to Bolivian Government entities. Approximately 20% of the total capitalization will be provided by Bolivian investors. At present, there is no provision for the Bolivian Government to share either in the investment or management of the plant.

Currency in circulation, which comprises four-fifths of the money supply, declined slightly during the third quarter, from 409 billion Bolivianos to 408.1 billion Bolivianos, but increased to 416 billion Bolivianos in October. The third quarter decrease was counter-seasonal and apparently the result of some capital flight provoked by monetary uncertainties hinging on demands for wage increases in key sectors of the economy, such as the teachers, transportation and communications workers.

Fears of inflation end

Toward the end of the quarter, when it became apparent that the Government was not going to accede to the teachers' maximum wage demands nor give large increases to other employees, fears of inflation subsided and public cash holdings appeared to increase in October.

This tendency to increase is due not only to increased confidence in the boliviano's stability, the exchange rate of which has remained constant since 1958, but also the increased tempo of business activity which has brought higher working capital balances.

Petroleum industry items of particular interest between July 1 and the middle of November were:

❶ YPFB's (the state petroleum entity) continued decreased production rate;

❷ the completion in late October of the oil pipeline between Gulf's Caranda Field and Santa Cruz; and

❸ YPFB's planning for a 2,000 barrel-per-day refinery in Santa Cruz.

YPFB's crude oil production for the third quarter (September estimated) totalled 700,000 barrels, giving a total of 1,932,000 barrels for the first 3 quarters of 1962. This quantity is 132,000 barrels less than in the corresponding period of 1961.

Since early this year YPFB has been purchasing up to 2,500 barrels daily from Argentina, 200 barrels daily from Gulf's Caranda operation and taking all production from the Bolivian Oil Company to make up the production deficiency. Happily, the continued drain on Bolivia's foreign exchange caused by these Argentine purchases ended on October 1, with the completion of the pipeline between the Caranda Field and Santa Cruz. The company began taking daily delivery of 2,000 barrels and upwards of crude from Gulf on November 1.

Who to ask

Information on displaying and selling your products through international trade fairs is available from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. Tel: WOrth 7-3713.

Construction of this pipeline (45 miles of 4½-inch pipe) was initiated early in 1962 when AID agreed to finance the purchase of the pipe in the U.S., and YPFB agreed to construct the line with its own resources. Savings to YPFB, utilizing Caranda crude at $1.65 per barrel as compared with Argentine crude at $3.42 per barrel, will be considerable.

With the completion of the Caranda pipeline, YPFB announced plans for erecting a 2,000 barrel-per-day refinery in Santa Cruz. It is expected to be completed by mid-1963. Refinery construction in Santa Cruz seems to be economic even though YPFB's refining capacity at Cochabamba, Camiri, Sanandita and Sucre far exceeds the country's requirements. Until the Santa Cruz refinery is in operation, Caranda crude must be pumped to Cochabamba and Sucre and refined products returned to Santa Cruz in the same pipeline.

Corporacion Minera de Bolivia, (COMIBOL), the State-owned tin mine, reported production for the third quarter at 3,625 fine metric tons (September output estimated), about 100 tons less than third quarter 1961. Total 9-month production at 10,941 fine tons was greater than the same period of 1961.

After the July decline from $1.14 to $1.06 per pound, tin prices remained at about $1.07 or 1.08 during the rest of the quarter. However, the drop from $1.22 in April will mean an estimated $2 million decrease in Bolivian gross income from tin for the second half of the year. Even though there was a slight upward surge in tin prices during the Cuban crisis, the tin price will probably remain around $1.08 to $1.10 well into 1963. U.S. stockpile tin sales were used by leftists in the Bolivian Government as a basis for unfavorable comment on the U.S. and the Alliance for Progress.

The most recent estimates for 1962 rice production put the output of milled rice at about 32,000 tons, or about 3,000 tons less than anticipated earlier. There has been a gradual extension in the amount of acreage planted to rice, but drought conditions in eastern Bolivia during January and February apparently resulted in a greater short fall than expected. In the aggregate, the dry season reduced yields between 30 and 35%. The anticipated production should satisfy demand, however, because 1962 consumption is estimated at about 32,000 tons.

The Comite Nacional de Comercializacion de Arroz (CONCA) handled some 2,000 tons of rice through its warrant system, which was considerably below the expected volume. Nevertheless, the 2,000 tons bought and sold by CONCA represent about 3 times the volume handled in 1961, and the marketing organization will record a sizeable profit. Another reason for CONCA's failure to market a greater volume of rice was its higher interest rate to growers, which discouraged some producer cooperatives from moving their output through the organization's facilities. A lower interest rate is contemplated for 1963.

Bolivia's refined sugar output in the 1962 crop year totalled 46,000 tons, compared to 41,152 tons in 1961. The dry season kept cane production lower than in 1961, but the sucrose content of the 1962 crop was higher.

November exports boomed with exception of Canada

The Census Bureau has announced that unadjusted U.S. exports of domestic and foreign merchandise rose 14.7% in November, from $1,613.7 million to $1,851.2 million. The rise reflected increased shipments to all areas except Canada.

Exports to Western Europe rose from $565.8 to $656.2 million; Latin America went from $243.6 to $286.2 million; and "all other countries" went from $453.3 to $583.6 million. Canadian shipments dropped from $350.9 to $325.3 million.

U.S. still chief supplier to Uruguay, though share of market is diminishing

Automobiles and spare parts, radios and TV sets sell well; U.S. loans may help shake year-long industrial slump; rising interest in expanding foreign markets thru LAFTA

The U.S. share in Uruguay's expanding import trade is diminishing, although actual sales are maintaining former levels and the U.S. is still Uruguay's chief supplier.

Uruguay's third quarter imports reached $70.8 million—more than double its exports of $33.7 million. This large imbalance brought the trade deficit for the first 9 months of 1962 to $47.7 million, compared with a favorable trade balance of $8.3 million in the same 1961 period.

The rise in total imports resulted from high domestic production costs which made imported products more competitive, and a shift in demand to imported luxury goods. The slight export decline was attributable to the fact that the 1961 figures included a substantial carry-over of wool from the previous season.

Import market shares

Total imports from the U.S. remained at 1961's level, but the U.S. share declined from 21.7% to 20.1%, while the proportion of imports from Western Europe rose from 38.3% to more than 50%. Nevertheless, the U.S. remained Uruguay's foremost supplier with $14.2 million, followed by West Germany and Great Britain.

Automotive vehicle sales picked up following the July 26 decree increasing the surcharge on passenger cars and trucks and most spare parts and accessories from 150% to 300%. This sales upturn was due to modifications of the July 26 decree, which first postponed its effective date and later freed units already in the free zone (*puerto franco*) from the additional surcharge.

There was also a sharp increase in imports of automobiles and parts. Together with radios and unassembled television sets they accounted for more than 25% of third quarter imports, compared with 20% in 1961. The bulk of all radios and television parts (84%) and more than one-third of all automotive vehicles and parts imported in the quarter were of U.S. origin.

Great Britain was the leading purchaser of Uruguay's exports (13.1%), followed by the U.S. (12.2%), and the Soviet Union (11.3%).

The Soviet Bloc accounted for more than one-fourth of Uruguay's total exports in the third quarter of 1962, but Uruguay's imports from that area remained insignificant.

The $37.1 million trade deficit resulted from lagging exports and a high level of luxury imports. Gold and foreign exchange reserves declined in contrast to the earlier part of the year, when a capital inflow from other Latin American countries offset the import balance.

Commercial policy

Long-range export problems created by the growth of the European Common Market and the possible inclusion of Great Britain, her best customer, stimulated Uruguay's active participation in a meeting of Latin American leaders held in Santiago. Subsequently, the National Council of Government recommended that Uruguay's Foreign Minister support the establishment of a coordinating commission to work out a joint Latin American economic and trade policy.

Although fear of competition from cheaper Brazilian and Argentine products remains strong, Uruguay's business community is exhibiting a growing interest in the Latin American Free Trade Association (LAFTA) as a possible means of expanding markets. Representatives of virtually all important Uruguayan industries took part in the Second LAFTA Conference in Mexico City from August 27 to November 21.

Industry sluggish

Industrial activity continued the downward trend of more than a year. The construction, metallurgical, and textile industries operated at between 50 and 60% of capacity, with unemployment on the rise.

Some impact on the construction industry may result from a $8 million loan from the IDB-administered (Inter-American Development Bank) Social Progress Trust Fund to foster construction of low cost housing in Uruguay. The Uruguayan Mortgage Bank also expects to obtain a $6 million loan from AID (Agency for International Development). These 2 loans may help channel construction into low cost housing, for which a latent demand exists.

In expectation of increased demand for cement, the National Administration for Combustibles, Alcohol and Portland (ANCAP) is expanding its cement plant at Minas with the aid of a $4.6 million IDB loan and is building a new cement plant at Paysandu. ANCAP also hopes to expand cement exports to neighboring LAFTA countries.

Local business sources claim that half of the textile slow-down results from smuggling of cheap Brazilian textiles into Uruguay.

The cotton and rayon textile industry operated at about 60% of capacity and the wool textile industry also worked at a reduced level, but continued to export (even at a loss) in order to hold its traditional market. Increased slaughter for canning following the serious drought and reduced sales to the U.S. resulted in a sizeable accumulation of canned beef stocks.

The peso remained steady at 10.98 pesos to the dollar, a rate which had been maintained since August 1961, but a worsening balance of payments posi-

Thai agents listed

The Department of Commerce has received several copies of "American Firms And Their Thai Representatives 1962", a 225 page book which in part I alphabetically lists American firms operating and/or represented in Thailand and their Thai agents, and in part II alphabetically lists Thai distribution and agency firms and their American principals. The publication is available on a loan basis from the Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

tion placed considerable strain on the country's declining gold and foreign exchange resources.

The sales tax was increased from 8 to 9% on January 1, 1963 in order to help finance the 1961 domestic budget deficit.

The most significant third quarter financial development was the renewal of the $30 million standby agreement with the International Monetary Fund, and the amount of the credit that would be made available to the private sector.

The stabilization program begun in 1959 has followed a tight money policy, but failure to arrive at an agreement as to the degree of credit restriction delayed renewal of the agreement for several months. Agreement on a maximum of 2,100 million pesos was reached by the majority of the National Council of Government in late September, and on October 3 the IMF renewed the standby. Total credit from the Bank of the Republic can be expected to remain tight in coming months.

Private bank credit also remained tight, and interest rates high. Much of the available credit was going to private finance companies which charge interest of 25% or more. The National Council of Government introduced a bill to Parliament which would bring these companies under control of the Bank of the Republic. The bill has not yet been passed.

Prices, unemployment up

Prices continued to rise faster than in 1961, due partially to wage increases earlier in the year and a further liberalization of social benefits.

The cost of living index for middle income groups showed a higher rate of increase through the third quarter of 1962 than in the comparable 1961 period, suggesting that the cost of living increase for 1962 will exceed 1961's 14.4%.

Wage increases were smaller than those made earlier in the year, and the reduced work hours and unemployment tended to hold down the population's disposable income.

Iowa State University has agreed to provide Uruguay's Universidad del Trabajo, a technical training school, with technical assistance and will coordinate material assistance to Uruguay aimed at improving agricultural practices. The program, which is expected to begin this year, involves a U.S. contribution of $882,000 in its first year of operation. More than one-half of this amount will be spent on various types of agricultural machinery and equipment.

Consumer goods to lead Austria's 1963 growth

The slow but relatively steady growth which characterized the Austrian economy in 1962 is expected to continue during the first few months of 1963, according to the December 1962 report of the Austrian Institute for Economic Research. It is assumed that overall industrial production will expand only little, with output of consumer goods advancing faster than investment goods and basic materials.

Price-wage pressures are likely to remain within reasonable limits, and manpower shortages may ease.

Private investment activities are not expected to revive in the near future. The Institute's annual survey of manufacturers' investment intentions revealed that of all firms queried, only 15% plan to invest more and 38% less than in 1962.

Neither decisive impulses nor disturbances are expected within the foreign trade sector, as foreign demand for Austrian export commodities will not expand noticeably.

New Year addresses of top Austrian Government officials largely reflected the Institute's views with regard to the near future of the Austrian economy.

Latin importers' U.S. debts rose again in December

The outstanding draft indebtedness of Latin American importers to U.S. exporters increased in December for the second consecutive month, according to the Federal Reserve Bank of New York. Importers' debts increased in 16 of the 23 countries covered by the Bank's monthly survey of Latin American export credit experience.

U.S. exporters drew $36.5 million of new drafts on Latin American importers during December, while importers paid $31.7 million in drafts. Accordingly, total drafts outstanding increased by $4.8 million to $218.5 million at the year's end.

Venezuelan importers increased their draft indebtedness by $2.4 million to $44 million while importers in Chile increased theirs by $1.1 million to $14 million, the highest ever reported for that country. A decline of $1.3 million reduced Argentina's indebtedness to $24.8 million, the lowest since September 1961. Changes for the other countries were nominal.

TV IN NORWAY

Television sales in Norway rose 55% during 1962 to total about 97,000 sets. Of these, 24,000 were imported and 73,000 made in Norway.

Expert exporters say:

". . . for expert export assistance, contact the nearest Department of Commerce Field Office."

Albuquerque, N. Mex., U. S. Courthouse, Phone: 247-0311, Ext. 2386
Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75th Forsyth St., N.W., Phone: JAckson 2-4121, Ext. 6000
Boston 10, Mass., Room 230, 80 Federal St., Phone: CApitol 3-2312
Buffalo 3, N. Y., 504 Federal Building, 117 Ellicott St., Phone TL. 3-4216
Charleston 4, S. C., Area 2, Sergeant Jasper Bldg., West End Broad St., Phone: 722-6551
Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave., Phone: 634-2731
Chicago 6, Ill., Room 1302, 226 West Jackson Blvd., Phone: 828-4450
Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St., Phone 381-2200, Ext. 2944
Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave., Phone: CHerry 1-7900
Dallas 1, Tex., Rm. 3-104 Merchandise Mart, 500 South Ervay St., Phone RIverside 8-5611
Denver 2, Colo., 142 New Custom House, 19th & Stout Street, Phone: KEystone 4-4151, Ext. 598
Detroit 26, Mich., 438 Federal Building, Phone: 226-6063
Greensboro, N. C., Room 407 U. S. Post Office Bldg., Phone: BRoadway 3-8234
Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St., Phone: 58831, Ext. 464
Houston, Tex., 5102 Federal Bldg., 515 Rusk Ave., Phone: CApitol 2-7201
Jacksonville 2, Fla., 512 Greenleaf Bldg., 204 Laura St., Phone ELgin 4-7111
Kansas City 6, Mo., Room 2011, 911 Walnut Street, Phone: BAltimore 1-7000
Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway, Phone: RIchmond 9-4711, Ext. 1261
Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street, Phone: JAckson 6-3426
Miami 32, Fla., 408 Ainsley Bldg., 14 N.E. First Ave., Phone: FRanklin 7-2581
Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street, Phone: 339-0112
New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave., Phone: 529-2411, Ext. 6547
New York 1, N. Y., 61st Fl., Empire State Bldg., 350 Fifth Ave., Phone: LOngacre 3-3377
Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St., Phone: WAlnut 3-2400, Ext. 591
Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave., Phone: 261-3285
Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave., Phone: 471-0800, Ext. 785
Portland 4, Oreg., 217 Old U. S. Courthouse, 520 S.W. Morrison St., Phone: CApitol 6-3361, Ext. 1421
Reno, Nev., 1479 Wells Ave., Phone: Fairview 2-7133
Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St., Phone: 649-3611
St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St., Phone: MAin 1-8100
Salt Lake City 1, Utah, 222 S.W. Temple St., Phone: DAvis 8-2911, Ext. 341
San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St., Phone: YUkon 6-3111
Savannah, Ga., 235 U. S. Courthouse and Post Office Bldg., 125-29 Bull Street, Phone: ADams 2-4755
Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave., Phone: MUtual 2-3300, Ext. 492

Firms in 44 states share many millions in AID orders

Report only includes letters of credit for over $10,000; program creates business and jobs for U.S. industry and labor, accounts for approximately 12% of total U.S. exports

Thousands of overseas orders supported by the U.S. foreign development program added up to more than $235 million for American producers—large and small—during 1962, according to the Agency for International Development.

This total is estimated to represent only 40% of the entire dollar volume of U.S. business financed by AID. Procurement in the U.S. under the foreign development program comprises an estimated 12% of the nation's exports.

AID pointed out that the 12-month total is conservative, since reporting so far is confined to letters of credit in excess of $10,000 and procurement which can be traced directly to states where the goods are produced. Necessarily excluded from the total, for instance, is the value of certain agricultural commodities grown over broad multi-state areas.

The transactions recorded are those supported by U.S. development loans and other forms of development financing in emerging nations of Asia, Africa, and Latin America. Because the various forms of assistance emphasize purchase from American suppliers, approximately two-thirds of aid procurement dollars are spent in the U.S. economy.

Forty-four states and the District of Columbia shared in production, with 31 of them receiving over $1 million in business. Top producers in order were New York, Pennsylvania, New Jersey, Illinois, Michigan, Texas, Ohio, Alabama, Florida, California, Virginia, Tennessee, Louisiana, and Washington.

"When we speak of 'foreign aid,' too few people realize that what we are investing in this effort is for the most part the products of American industry and labor—creating business and jobs at home while meeting the urgent requirements of our neighbors in other lands, according to Herbert J. Waters, AID's Assistant Administrator for Material Resources.

"More U.S. firms of all sizes and in all regions are availing themselves of the overseas business opportunities generated through the foreign development program. These transactions all support our nation's renewed emphasis on overseas trade and encourage future market development," Waters said.

The report traces procurement to production locations rather than to locations of prime suppliers and exporters for the first time. It was made possible through continuous bank reports of letter-of-credit transactions and the cooperation of contractors in furnishing production information.

AID helps Ecuador finish road linking Quito and chief port

The U.S. will finance completion of a mountain highway linking Ecuador's capital, Quito, with its other principal city, coastal Guayaquil, through an Alliance for Progress loan announced today.

The Agency for International Development is lending the Government of Ecuador up to $2.7 million to complete construction of 236 kilometers of the highway in rugged mountain country south and east of Quito. Initial work was financed by loans of $7.68 million from the World Bank and $5.3 million from the U.S. Development Loan Fund.

New tin program delayed; State extends interim plan

The Department of State has informed the governments of the principal tin producing countries and the International Tin Council that it has extended the present temporary tin disposal program, which calls for offerings of 200 tons of tin per week for both commercial and government use, for the balance of the first quarter of 1963.

The time required to work out details of the proposed new disposal program and to arrange for subsequent internal U.S. Government review has delayed its completion.

During the current period the General Services Administration will test the marketing situation for tin located in depots in outlying areas while at the same time maintaining its present trade relationships on an uninterrupted basis. The GSA will continue to exercise caution not to disrupt the tin market.

The U.S. plans to invite comments of both producing countries and the International Tin Council in advance of formal announcement of its new program.

U.S. builders can bid on AID-backed Argentine highway

$6.7 million loan to help give farmers access to markets; Eximbank also helps project

A $6.7 million Alliance for Progress loan will help build all-weather roads from the Argentine-Brazilian border at Puerto Iguazu to Argentina's capital of Buenos Aires. U.S. firms qualified to operate in Argentina as well as Argentine firms are eligible to bid for construction contracts to be let under the loan.

The AID loan will finance part of the local costs and the cost of supervision by a United States firm of consulting engineers for construction and improvement of a section of Argentina's National Highway 12 in Corrientes Province. The remaining $6 million of the total cost is being financed by Argentina and by the Export-Import Bank.

Highway 12 is a 400 mile (640 Km) road which will play a key role in moving the products of the province—mostly agricultural—as well as those of nearby Misiones Province to markets.

Technical feasibility of the project has been established in engineering data sufficient to meet the requirements of U.S. aid legislation.

Completion of Highway 12 is coupled with the construction of Route 126 in Entre Rios Province which is also being built with the assistance of an AID loan. The Route 12 project is a priority element in Argentina's 10-year highway building program.

New Iranian port to boost growth, cut shipping costs

$15 million AID loan should help open South Iran market; U.S. and European shipping costs likely to drop 10%; American firms to supply project's goods and services

A new deep-water port at the entrance to the Persian Gulf, designed to promote the economic growth of one of Iran's least developed areas, will be made possible by a $15 million AID loan.

The loan will provide the dollar exchange to finance the cost of services and commodities of U.S. contractors and suppliers for construction of a harbor, supporting structures and facilities, as well as fixed and floating equipment. Non-dollar costs estimated at $7.8 million will be financed by the Government of Iran.

Construction of the harbor near Bandar Abbas, a fishing town at the head of the Gulf of Oman, together with the accompanying development of connecting roads to interior mining, agricultural and industrial areas, is high on the priority list of Iran's Third Development Plan.

An adequate port at Bandar Abbas, which is 550 miles nearer to the main ocean shipping lanes than the present principal ports of Khorramshahr and Bandar Shahpour, should command ocean freight rates to and from America and Europe close to 10% lower than those prevailing for the other ports.

A substantial increase in shipping has overburdened handling and transportation facilities in the 2 ports. The congestion and delays in loading, unloading and moving goods, and in ship turn-around time, also added to the high delivered costs of Iranian imports and exports. Construction of a modern harbor at Bandar Abbas, with modern equipment and facilities, should result in lower handling and shipping costs.

With adequate inland transport routes, the port is expected to stimulate new industries such as food processing, expand the mining and export of chromite ore and other minerals, and encourage agriculture. Such growth, and reduced shipping costs for imports as well as exports through the port, should result in higher living standards in this market, which comprises roughly one third of the country's land area and contains about one sixth of the population.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

AID assists Dole's Borneo survey

Will pay half of survey costs if Hawaiian firm doesn't invest

The Agency for International Development will assist the Dole Corporation of Hawaii finance a pre-investment survey in North Borneo.

The corporation is considering a wholly private investment in a joint operation with a North Borneo company to grow, process and market tropical fruits.

AID will share up to 50% of the estimated $26,128 survey cost if the corporation decides not to make the investment and turns its survey reports over to AID. If Dole makes the investment, it will assume the full cost of the survey.

This type of conditional assistance to private U.S. business was authorized by the Foreign Assistance Act of 1961 to stimulate private investment in the developing countries.

Dole is sending a team of 5 experts to the Lahad Datu area of North Borneo.

Tariff Commission probes Canadian, Dominican goods

The U.S. Tariff Commission has begun investigating imports of Technical Vanillin from Canada and non-white Portland Cement from the Dominican Republic, to determine if they are injuring, or likely to injure, domestic U.S. industries.

No hearings have been ordered in connection with these investigations. Commission rules provide that, within 15 days after publication of the investigation notice in the Federal Register, interested parties may request that a public hearing be held, stating the reasons for their request. If a hearing is ordered, due notice of its time and place will be given.

Section 208.5 of the Commission's Rules contain instructions for the submission of written statements pertinent to the inquiry. Written statements must be filed by February 28, 1963.

Colombia cement plant buys U.S. goods thru Eximbank

The Export-Import Bank has authorized an Alliance for Progress credit of $3.3 million to a privately-owned Colombian cement making firm to buy U.S. machinery and equipment for expansion of a cement plant at Barranquilla. Owner of the plant and also obligor of the credit is Cementos del Caribe, S.A.

Included in the machinery to be purchased in the U.S. are a 450 foot rotary kiln rated at 700 tons per day, a power quarry shovel, primary and secondary crushing mills, bulk conveyors, and raw material grinding machines. In addition, the credit will provide three 2235 kw diesel-electric generating sets, auxiliaries and spares.

The Allis-Chalmers Company is supplying the kiln and most of the cement making equipment, and the Westinghouse International Corporation will furnish the power plant. Suppliers for the power shovel and part of the secondary crushing equipment have not yet been named.

STEADY STIMULUS

Japan-to-Philippines flow of goods still rising as reparations enter 7th year

Total about $55 million for July 23, 1962-July 22, 1963, with nearly six-sevenths allocated to private-sector items

Steadily-rising Philippine imports from Japan ($77.8 million in 1957, $116.6 million in 1959, and $125.1 million in 1961) continue to be stimulated by the Japanese reparations program, the 7th-year schedule of which has just been announced.

The schedule—running from July 23, 1962 through July 22, 1963—totals approximately $55 million. Of this, $8.5 million is allocated to the governmental sector to finance the importation of electrical transmission, refrigeration, fire-fighting, steel mill, hospital and other equipment. About $37 million has been allocated to the private sector for importing assorted machinery and equipment items costing $50,000 or less. These imports are for 147 industrial enterprises including fishing and inter-island vessels, tugboats, dredges and barges, iron works, textile mill drydocks, cement plants, foundry and machine-shop equipment, polyvinyl chloride, wallboard paper, nicotine, neutral alcohol, plywood and veneer, pulp, and caustic soda plants.

Consumer goods

Products other than capital goods will total $8.3 million, of which $4.9 million will be used by the government sector to buy consumer goods (mostly fish) for distribution by the National Marketing Corporation, and $3.4 million by the private sector to buy assorted consumer goods for Philippine veterans organizations. Service charges, including payment of the Reparations Commission and employment of Japanese technicians in the Philippines, will total approximately $1 million.

Another reparations-program category earmarked $47.8 million as collateral to cover loans or credits from Japanese banks or suppliers to finance the foreign-exchange component of 3 Philippine Government projects negotiated by the former Garcia administration. These projects include the Marikina River Dam project, extension of railway facilities to the Cagayan Valley in Luzon, and a project to modernize telecommunications. The railway extension contract reportedly is ready for approval. No decision has been made yet to proceed with the Marikina River project.

Full-scale

This is the first full-scale reparations program in 3 years. The 5th-year schedule was prepared too late to be utilized and was incorporated into the 6th-year schedule, the implementation of which was delayed by the Macapagal administration to permit a re-examination in light of the needs of the socio-economic program. As a result, only about $7 million worth of reparations were procured, and this year's schedule includes approximately $18 million of the unutilized portion.

Bonn fixes $1½ million quota for untreated fur

West Germany has established a quota with a value limit of DM6 million ($1,500,000) for unprocessed furs and tails used in fur products and for offals from tanned furs from the United States, the U.S. Embassy in Bonn reports. License applications may be submitted until the quota is filled, but not later than Dec. 31, 1963. Import licenses will be valid not longer than 8 months.

Timothy seed, other quotas established by W. Germany

West Germany has established a quota of unannounced size for timothy seed imports from the United States, Denmark, Finland, Canada and Sweden. U.S.-grown seed must be certified (blue tag) by the Crop Improvement Association, the U.S. Embassy in Bonn reports.

License applications may be submitted until the quota is filled, but not later than Apr. 30, 1963. The last customs clearance date is May 31, 1963.

A quota has also been set for stringbean seeds (phaseolus species), broad beans (vicia faba var. megalosperma), and peas from the United States, Australia, Denmark, Greece, U.K. and dependent overseas territories, Ireland, Yugoslavia, Canada, Morocco, New Zealand, Austria, Portugal and dependent overseas territories, Spain, Sweden, Switzerland, Republic of South Africa, Tanganyika, Tunisia, Turkey, Bulgaria, Poland, Romania, Czechoslovakia and Hungary.

Applications for import licenses may be submitted until the quota has been distributed, but not later than December 30, 1963. Import licenses are valid for 6 months.

Belgium okays major hike in 1963 U.S. coal quota

Belgium's basic import quota for U.S. bituminous coal has been raised to 425,000 metric tons for 1963, with an additional 50,000 metric-ton quota for coking coal already granted for the first quarter and further quarterly supplements of 50,000 metric tons each to be authorized if circumstances warrant.

This means that the total 1963 Belgian quota for all types of American bituminous coal could reach 625,000 metric tons, compared with last year's allocation of 424,300 metric tons.

Complete liberalization of Belgian bituminous coal imports from other countries of the European Coal and Steel Community (ECSC)—which besides Belgium, includes France, Germany, Italy, Luxembourg, and the Netherlands—took place on January 1. Belgium, however, still controls coal importation from countries outside the ECSC, including the United States. Belgian quotas on anthracite imports from all countries were abolished last year.

Pakistan's import-licensing policy favors essential raw materials and spare parts for industrial sector

Regular January-June 1963 list shrinks from 179 to 166 items, dropping some available locally or thru import-bonus vouchers

Pakistan's licensing policy for the January-June 1963 shipping period seeks to ensure the free availability of essential raw materials and spare parts for the industrial sector of the economy. With some exceptions, the new policy resembles that for the preceding 6 months, and once again features export promotion.

The regular licensing list for Jan.-June '63 has been reduced from 179 to 166 items. No longer importable under this schedule are:

Earthenware wash basins, sinks and closets; clock movements and other parts; earthenware, china, porcelain, not otherwise specified; plate glass, glass and glassware, n.o.s.; electric accessories, n.o.s.; electric instruments, apparatus, appliances and parts; enameled ironware other than domestic; iron or steel nails and washers; essences used for the manufacture of beverages; certain paints; coffee; and cocoa and chocolate powder.

Available

Most of these items are now available from domestic sources or can be imported by use of import-bonus vouchers—given to Pakistani exporters of certain primary products and manufacturers in proportion to their foreign exchange earnings. They are freely transferable and may be exchanged for a license to import products on the Bonus Scheme Import List.

Although the Open General Licensing list remains intact at 49 items, minimum amounts have been raised for such materials as chemicals and dyes, tires and tubes, automobile spare parts, typewriters and office machines, and tools and woodworking equipment. Licenses will continue to be issued to both commercial importers and actual users, other than those in Karachi, Lahore, Chittagong, Dacca and Narayanganj.

Automatic

Of 195 industries listed for import licensing during this period, 51 industries will be licensed automatically and receive initial and repeat licenses for raw materials and spare parts at 100% of assessed, single-shift capacity; 10 export industries (so classified on the basis of 1962 exports) will be licensed for amounts applied for by them; 33 other industries which exported in 1962 will receive licenses for an amount equal to their initial share for the base period. In addition, individual units will be entitled to 100% of the freight-on-board value of their exports in cash licenses for importing raw materials and spare parts, balancing and modernizing equipment, and packing material not produced in Pakistan. Also, 101 industries will receive licenses on the same basis as in the previous licensing period.

Further information on specific commodities or industries to be licensed in the present shipping period may be obtained from the Near East-South Asia Division, Bureau of International Commerce, Department of Commerce, Washington 25, D. C.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Paraguay protective move bans variety of imports

Paraguay, by Decree No. 26,470 (January 4) has stopped importation of edible oil, except olive oil; rice, husked and unhusked; sugar, raw and refined; ordinary confectionery of types manufactured in Paraguay and sweetmeats in general; cigarettes; cement; knit cotton garments and hosiery, of types manufactured in Paraguay; the same of wool or mixed materials and synthetic materials; cured hides and sole leather in general; alpargatas (fiber sandals), boots, shoes, sandals and slippers of hides and skins, or any other materials; and wax tapers and matches.

Bonn quotas set for asparagus, wax beans

West Germany has established a quota of unannounced size for canned asparagus cuts and tips from the United States, Australia, Japan, Canada, and Peru, according to the U.S. Embassy in Bonn.

Cuts must measure at least 5cm; tips, 6cm. Tips must constitute at least 15% of the total. The country of origin and of sale must be identical. License applications may be submitted until the quota is filled, but not later than June 28, 1963. The customs clearance deadline is June 30, 1963.

A quota of unannounced size has also been established for canned asparagus spears from the United States and Canada. License applications may be submitted until the quota is filled, but not later than Mar. 15, 1963. The customs clearance deadline is Mar. 31, 1963.

The Sept. 22, 1962 import quota for wax beans has been extended. It applies to wax beans from the United States, Canada, and Israel. License applications may be submitted until the quota is filled, but not later than Mar. 15, 1963. The customs clearance deadline is Mar. 31, 1963.

Chile's foreign exchange rules for guaranteed debts eased by edict

Foreign exchange to pay bank-guaranteed debts in Chile—which before December 18, were renewed or extended to December 31—may be purchased in advance of the due date. According to the U.S. Embassy in Santiago, non-bank guaranteed debts must wait until the due date, currently at least 120 days from the date of shipment, for approval by the Central Bank to purchase necessary foreign exchange.

Central Bank Circular No. 255 (December 18) also states that such payments are excluded from purchasing exchange before the due date, if import payment obligations originated under Central Bank financing through credit lines extended by the Export-Import Bank and several European banks. Imports under deferred payment are also excluded from these provisions.

'MADE IN TAIWAN'

In order to identify Taiwan products in a clearer and more conspicuous way, all products for export are now required to be marked "Made in Taiwan (Formosa). China," the U.S. Embassy in Taipei reports.

Venezuela boosts razor blades duty, curbs iron items

More protection for nation's new iron-steel plant is one purpose

Venezuela has increased duties on imported razor blades, effective Jan. 22, 1963, and since January 11 * has required prior-import licenses for certain iron and steel imports, the U.S. Embassy in Caracas reports. The two measures accord additional protection to domestic producers of razor blades and to Venezuela's new iron and steel plant.

Tariff Item No. 699-17-02, blades for razors, formerly dutiable at 3 bolivares (1 bolivar equals 22¢ at controlled free rate) per gross kilogram, has been divided into 3 sub-categories dutiable as follows:

(a) Double-edge and in containers of 10 or more blades, 7 bolivares per gross kilogram; (b) Double-edge, in other forms, 9 bolivares per gross kilogram and (c) Not specified, 6 bolivares per gross kilogram.

Nomenclatures

Prior-import licenses must be obtained from the Ministry of Development for the items listed below, and tariff nomenclatures have been modified as follows:

Tariff No. 681-01-00, pig iron in ingots, cast iron and sponge iron, including iron and steel powder; 681-03-00, iron or steel ingots, blooms, slates, billets, sheet bars and complete bars, and equivalent primary forms; 681-04-01, bars, reinforcing bars and rods; 681-04-02-1, L or V angles and T girders; 681-04-02-2, H girders; 681-04-02-3, U girders; 681-04-02-4, I girders; 681-04-02-5, rails; 681-04-02-6, girders, not elsewhere specified; 681-04-03-1, small iron plates; 681-04-03-2, shapes, n.e.s.; 681-08-00, rails for railways and streetcars; 681-11-01, sleepers, ties or crossbars; and 681-11-02, accessories, n.e.s. (for railway track construction items).

Chile's Central Bank will oversee exchange dealers

All persons or firms, except banks, operating in the foreign exchange market as exchange dealers must register with Chile's Central Bank within 30 days under a November 17 resolution reported by the U.S. Embassy in Santiago.

The Central Bank is charged with assuring that exchange dealers are reliable individuals or firms with sufficient assets to continue their business. Those authorized to deal in foreign exchange must provide a performance bond of at least $10,000.

Firms currently authorized may continue to function for two months before being required to receive a new authorization.

France barring appliances inoperable on 220 volts

In line with France's continuing changeover from 110 to 220-volt current, the Government has forbidden after specified dates the manufacture for sale in France, and the sale and installation, of certain electrical appliances, the U.S. Embassy in Paris reports.

January 1 was the effective date of the ban on manufacture of electric irons (excluding steam irons), household and industrial sewing machines, and electric fans which cannot function, or be altered to function without dismantling, on 220–volt alternating current.

The effective date of the ban on installation and sale of non-complying irons and sewing machines is Jan. 1, 1964, and for fans, Oct. 1, 1964.

Many types of electrical appliances have already been subject to similar decrees and it is anticipated that all types of electrical equipment will eventually be affected. About 60% of France is still using 110-volt current.

Stiff new duty imposed on woven sacks by Costa Rica

Costa Rica has imposed a very high additional duty on sacks of jute, henequen and similar woven fibers with capacities of 100 liters or more, effective Oct. 31, 1962, the U.S. Embassy in San Jose reports.

The additional duty of .30 colon (4½¢) per gross kilogram plus 57% ad valorem on the cost, insurance and freight value applies in addition to previously existing duties. The duty rate currently applying to all jute bagging is .10 colon (1½¢) per gross kilogram plus 4% of c.i.f. value.

The protectionist move was made on behalf of a local industry now producing sacks of "cabuya" fiber, and in accordance with Costa Rica's Industrial Encouragement Law (FOREIGN COMMERCE WEEKLY, Nov. 2, 1959, p. 6).

Import liberalization suspended by Spain

Spain has suspended the previously announced import liberalization of paper, paperboard and articles of paper pulp, paper and paperboard, as well as printed matter, the U.S. Embassy in Madrid reports.

Exceptions to the suspension are books, newspapers, and decalcomanias. Liberalization was scheduled to become effective Jan. 1 and Apr. 1, 1963.

Colombia asks new import paper work

Colombia is requiring fuller documentation in connection with payments for imports from the U.S. shipped after Dec. 1, 1962, the U.S. Embassy in Bogota reports.

Resolution 37 of the Bank of the Republic provides that in order for commercial banks to surrender exchange certificates for drafts to pay for U.S. merchandise, the banks must submit a copy of the "Sales Report" (pink), stamped by the Office of Exchange Registry, acknowledging receipt. Also required are: (a) commercial invoice, (b) bill of lading, (c) certificate of origin, and (d) certificate from supplier on form AID-18-24 (8-60) for utilization of development loan funds (Agency for International Development).

The latter certificate may be obtained from Department of Commerce field offices and banks providing international services.

Resolution 37 also requires that Sales Reports should not include exchange transactions of a different character.

The Apr. 9, 1962 measures requiring copies of the commercial invoice and bill of lading for authorization of payments for imports from the U.S. (FOREIGN COMMERCE WEEKLY, May 7, 1962, p. 828) will continue in effect with respect to imports shipped before Dec. 1, 1962.

The changes should be noted in the Commerce Department publication, World Trade Information Service report, *Licensing and Exchange Controls, Colombia, part 2, No. 59-25.*

ITALY: OIL

In 1962 about 49% of total Italian energy consumption was accounted for by petroleum. This percentage is expected to rise to about 59% by 1970.

* Shipments covered by consular invoices dated before Jan. 10, 1963, are not affected.

S. Africa clears way for entry of 50 commodities

Previously restricted items importable, licensing eased

Under South Africa's recently revised import control regulations over 50 items have been removed from the "restricted list" and are now importable under quotas for category B goods (INTERNATIONAL COMMERCE, Dec. 10, 1962, p. 20).

Items affected, as reported by the U.S. Embassy in Pretoria, include trailers for use with tractors, fencing material, electric irons, motor starter assemblies, and plain tissue paper.

Freed

Shifted to the free list (for which no import license is required) was all plastic sheeting in rolls, instead of only plastic exceeding .005 of an inch in thickness. Cameras and motion picture film, flower and other seeds, photographic chemicals and paper, and various office equipment, have been removed from the quota list and added to the permit list.

Detailed information

Further information on these changes is available from the Africa Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Australia mounts major attack on wool problems

Standby machinery to operate a wool industry price-floor plan is provided in legislation recently passed in Australia. The new plan may not be put into effect, however, since some industry and Government spokesmen stress that national and industry goals will be better promoted by stimulating demand than by setting price minimums.

An Australian Wool Board is established by the law to coordinate research on wool and wool products. Board members—most of them to be selected by a non-statutory wool-industry conference—are required to form a wool marketing committee as soon as possible for continuous study of all marketing aspects.

A more efficient industry approach to production and marketing is expected to result from establishment of this central wool authority.

EEC registration rules, deadlines established

The European Economic Community (EEC) Commission recently announced that registration under Common Market Regulations 17, 27 and 153 is not required for exclusive dealership agreements with commercial representatives and for certain license contracts. The registration deadline for more-than-2-party agreements was Nov. 1, 1962, while for certain 2-party agreements it remains Feb. 1, 1963.

Copies of the EEC regulation (in French only), spelling out conditions under which license contracts do not violate EEC anti-trust provisions, are available from the European Division, Bureau of International Commerce, Department of Commerce, Washington 25, D. C.

Bonn quota set for seed from U.S. and Canada

West Germany has established a quota of unannounced size for imports of seed of festuca rubra fallax from the United States and Canada, according to the U.S. Embassy in Bonn.

Purity of the seed—importable via Hamburg—must be at least 98% and minimum germination 90%. At least 10% of each bag's contents must have been dyed with a lasting red color before entry into Germany. The dyed seed must be equally mixed with the undyed seed.

Licenses will be issued only to firms which imported chewings fescue under last year's tender or perennial ryegrass seed under last year's tender for Denmark, the United Kingdom, Ireland and Sweden. Applications may be submitted until the quota is filled, but not later than Apr. 30, 1963. The customs clearance deadline is May 31, 1963.

Sugar-beet quotas fixed by West German regime

West Germany has established an import quota of unannounced size for imports of dried extracted shredded sugar beets, dried sugar-beet pulp with molasses, and wet extracted shredded sugar beets from nearly all countries.

License applications may be submitted until the quota is filled, but not later than July 12, 1963. The customs clearance deadline is July 31, 1963.

The Government has also extended a quota of unannounced size for imports of dried shredded sugar beets of the 1962-63 harvest from nearly all countries. The final application date for import licenses is July 15, 1963, and the last customs clearance date is July 31, 1963.

Fiji Government places many goods on free list

To encourage tourism, the Fiji Government recently amended its customs ordinances to place on the "free list" a wide range of luxury goods.

Effective from January 1, these include:

Still cameras and accessories; still projectors and accessories; 8-mm movie cameras and accessories; 8-mm movie projectors and accessories, including sound equipment; radios; radio-phonographs; record players; tape recorders; television sets; complete watches and watch bands of all types; telescopes, binoculars, and monoculars—all formerly subject to ad valorem duties of 45-50% (against Commonwealth preference rates of free to 25%).

The amendments will probably have little effect on U.S. trade, since these goods traditionally have been imported from Japan, Hong Kong, and Western Europe.

Mexico controls entry of wattmeters, steel tubes

Electric wattmeters have joined all other electric-unit measuring apparatus (INTERNATIONAL COMMERCE, January 7, p. 11) on Mexico's import-control list, as reported *in Diario Oficial*. Also added were certain steel tubes used in making engine piston rods:

Effective Dec. 31, 1962: 880.06.00 Electric-unit measuring apparatus (restriction refers only to wattmeters).

Effective Jan. 5, 1963: 670.03.14 Seamless steel tubes, cold-drawn, with an exterior diameter of 11 mm. but not exceeding 50 mm., with a wall thickness of between 3 and 10 mm., for manufacture of piston rods for internal combustion engines.

NORWAY SPURS TRAVEL

Foreign exchange allowances for Norwegian tourists traveling abroad were increased from 2,000 crowns to 3,500 crowns (about $500) a year, and the ceiling on allowances for business travel removed entirely, on January 1, the U.S. Embassy in Oslo reports.

KEYS TO BUSINESS

Wealth of opportunities await U.S. businessmen in Greece, recent Trade Mission finds

Plant modernization, new equipment, capital, brand names, technical know-how, raw materials in demand

From steel billets to bathtubs, phonograph records, hotels, optical goods, mines, light poles, fishing industry, textiles, tools, appliances, plastics

American investors might seriously consider the growing Greek investment potential which is highlighted by Greece's entry into the Common Market as an associate member and by reports received from the recent U.S. Trade and Development Mission to Greece.

Greek industry is aware that it must adapt to new conditions in order to improve productivity and develop a sound industrial base.

The International Development Corporation, a Greek nonprofit agency, has been created to assist in industrial and mining development of the country. The Greek Government has direct ownership of 45% of the corporation's shares and indirect ownership of another 20%.

Copies of a feasibility study of the food-processing field, prepared by the Arthur D. Little Co. for IDC, are available on loan from the Office of International Investment, see address below.

The following investment opportunities resulted from the Mission's visit to Greece. On those followed by a star (★), loan information is available on request to the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

0122 Olive orchard

Grower and processor of olives seeks U.S. capital participation on joint-venture basis. C. N. Gatos Sons & Co., 39 Socratous St., Athens.

0712 Cotton ginning

Young and rapidly expanding cotton ginning concern wishes to enter joint venture with American capital in order to increase output. Present annual volume is about $2 million. Firm processes about 9% of all Greek cotton which is purchased from local farmers. Macedonian Cotton Ginning, S.A., 3 Kapodistria, Thessaloniki.

Cotton ginning concern seeks joint venture with U.S. company in order to modernize facilities. Firm needs $100,000 for equipment, warehouses and working capital. A. D. Papangeles, S.A., 10 Nikita St., Piraeus.

0912 Fishing

Large, progressive fishing concern wants joint venture or capital participation of $1.5 million. Was first Greek firm to start a fleet with quick-freezing equipment to use off coast of northwest Africa. Seeks capital to increase fleet from 3 to 5 trawlers. Atlantis High Sea Fishing Co., S.A., 38 Panepistimou St., Athens.★

1069 Chromite mining

Owner of chrome mine who lost most of his machinery through war damage seeks American capital to reopen mine. With modern equipment he believes the mine will produce 1,000 tons of 45% chrome ore a month. Haralambos Kontos, 19 Aristotelou St., Thessalonika.★

1411 Marble quarry

Established marble quarrying concern in Crete wants investment or joint venture in order to modernize equipment. Estimate that this modernization will require about $50,000 and that they will be able to quarry about 100,000 cubic meters of good quality marble. Pandellis G. Gaganis, Rethymnon, Crete.★

2011, 2033 Meat products, fruits, vegetables

Research laboratory has discovered novel way to preserve meats, fruits and vegetables. It seeks U.S. joint-venture capital which will enable it to go into production. Nicolaos Tanos, 16 Aristotelous St., Thessaloniki.★

2022 Cheese

Small cheese dairy is seeking a joint venture or licensing arrangement to modernize its plant. Primarily, it wants technical assistance. Lentxas Brothers, Tyrnavos, Thessaly.

2031, 2033 Canned goods

Firm which has been canning shellfish for a number of years seeks a joint venture to expand its operations to include other seafood products, fruits and vegetables. Demetri Mavripus, 29 Katorini St., Thessaloniki.

2033 Food processing

A group of Greek investors has up to $500,000 to invest in a food-processing plant. Have very little experience in field and will need technical assistance. A representative of the group is in the food export business and believes a good market can be developed for the proposed firm's products. Th. P. Dimitriadis, 3E Venixelou St., Thessaloniki.

A wholesaler dealing in dried fruits and processed sweets is interested in a joint venture in the canned juice field. Visualizes joint investment of $100,000 and an export business with Common Market area. Harry Vamvalis, 45 Karouni St., Thessaloniki.

Government-controlled agricultural cooperative seeks joint venture for purpose of opening an orange juice processing plant in southern Greece. NEA AGREX, 28 Kapodistiou St., Athens.

Fig processor wants joint venture in order to expand business including the processing of other crops. Menelaos Baldji, 41 Stadiou St., Athens.

FLOATING SHIP BERTHS: Two floating drydocks, located at the Skaramanga Shipyard at Salamis Bay, near Athens are typical of facilities available in Greece for the local shipping industry.

Large manufacturer, well established in chemical and automobile industry, is interested in joint venture in fruit canning. The principals have $500,000 in capital and are looking for a U.S. company to provide necessary technical know-how as well as additional capital. M. C. Phostiropoulos, S.A., 64 Leoforos Athinon, Athens.

2073 Chewing gum

An importer of candy and cigarettes would like to build a chewing gum plant on a joint-venture basis. Importer has $100,000 to invest and substantial experience in field. Vadacoglou Brothers, 39 Katonni St., Thessaloniki.

Importer of candy, cigarettes and gum is interested in a joint venture with American firm to produce chewing gum which would be marketed along with their successful product line. El Proodos, 64 Viannitson St., Thessaloniki.

2086 Soft drinks

Firm seeks licensing arrangement with U.S. bottler of soft drinks. Mouzouraki Brothers Bottling Co., 24 Cypros St., Athens 303.

2211 Cotton finishing mill

Firm wants joint venture in order to build a finishing mill for cotton and eventually other fabrics. Myriotis Brothers, 1 Strait, Athens.

2221, 2231 Wool, synthetic fabric mills

Firm seeks joint venture to expand the finishing and dyeing end of their business. Local market accounts for annual sales of $1 million. Klostoyfantiria, Athina, S.A., La Mitropoloes Square, Athens.

Modern wool mill is seeking joint-venture capital to permit entrance to the combination wool-synthetic fabrics field. Mill is well equipped, worth about $1 million, with available space for the proposed expansion. D. Kahramanoglou Sons, 22 Romvis St., Athens.

Firm seeks joint venture which will provide it with technical and marketing know-how necessary to expand production. Basile Lentzas & Brothers, Tyrnavos, Thessaly.

2251 Women's hosiery

Hosiery and underwear producer wishes joint venture to expand production. Financial collaboration of about $250,000 is sought. Company is willing to have the U.S. participant share in management of enterprise. Equipment, plant and market outlets available. Believes that joint venture would permit doubling of production. Mr. Umberto S. Modiano, Manager, GEKA, Inc., P.O. Box 119, Thessaloniki.★

Established hosiery manufacturer with annual sales of $500,000 seeks joint venture to expand operations. Current production around 100,000 dozen pairs a year. Would like to collaborate with U.S. firm having brand name. Investment capital desired for new machinery and working funds. Aims to export to Common Market area and Near East. N. A. Vetsos, S.A., 68 Maizonos St., Patras.

2253 Knit goods

Firm with annual local sales of $750,000 wishes to expand into exporting to Common Market area through joint venture with U.S. firm. Charalambides Brothers, Terma Durrachiou, Peristeri, Athens.

2281 Cotton spinning

This company spins cotton yarn from raw Greek cotton and sells locally. Annual sales are around $4 million. Firm is seeking a joint venture and Mr. Charalambos Iliadis, the owner-manager, will visit the U.S. next April to meet with interested American firms. Jordan Iliadis & Company Cotton Spinning Mill Astir., 5 Parodosalipedou St., Piraeus, Greece.★

2284 Cotton thread

An established producer of cotton thread needs operating capital either through a joint venture or a long-term loan. Firm is producing at full capacity and would like to clear up indebtedness to local banks. Cotton Co., Inc., 10 Nikita St., Piraeus.

2295 Artificial leather, coated fabrics

Textile manufacturer seeks joint venture in order to start producing plastic textiles, including coating fabrics. P. A. Macris, 11 Vas Constantinou, Thessaloniki.

2300 Clothing

Clothing manufacturer wants American partner with techniques and capital to contribute to a joint venture in order to modernize his operation and build a new plant. Iordanis Papazoglou, 48 Egnatias St., Thessaloniki.

2327, 2339, 2341 Men's furnishings, women's bathing suits, undergarments

A clothing manufacturer is interested in expanding operations through a joint-venture arrangement with a U.S. firm. Annual turnover is $1 million through 3 local outlets. Expansion would permit entrance to export market. Industrie D'habillement and Nouveautes Tsitsopoulos Frere, S.A., 81 Rue Thessaloniki, Athens.★

2328 Men's shirts

Manufacturer of men's shirts seeks joint venture to expand his operations. Sales currently range from $50,000 to $60,000 a year. P. Athanassiou, 224 Korinthou St., Patras.

A manufacturer of men's shirts wants a joint venture in order to expand and operate on a mass-production basis. Kanellopoulos—Sambanis, 197 A. Ipsilantou St., Patras.

Manufacturer of men's shirts seeks expansion through joint venture. George Toumbanos, 246 Korinthou St., Patras.

2399 Fishing nets

An established producer of cotton thread imports fishing nets is seeking a joint venture with a U.S. firm to modernize its production methods. G. Gatopoules & Sons, Patras.

2514, 2522 Metal household & office furniture

Manufacturer of metal office and lawn furniture is looking for a joint venture in order to expand. Operation currently accounts for the manufacture of over half this type of furniture in Greece and has outlets in Italy. Der Firma Solinourgia Athinon A.E., 260 Piraeus St., Athens.★

2631 Chipboard, plywood

An importer, distributor and retailer of timber seeks a joint venture in the form of technical assistance and equipment to produce chipboard and plywood. Firm can contribute marketing experience, operating capital and building. E. G. Voreadis, Rue du 34 me Regiment Infanterie No. 19, Piraeus.

2810 Chemicals

Firm is seeking U.S. joint-venture capital and technical assistance to renovate an old factory. ELBA Greek Calcium Carbonate Chemical Industry, 17 Alipedou St., Piraeus.

2823 Rayon

Large, established manufacturer of rayon wants a joint venture with an established American firm in order to enter other synthetic fields. Firm has a 4-year expansion program entailing an expenditure of about $3 million. Artificial Silk Co., Ltd., Aghias Annis, Votanikos, Athens.★

2834, 2872 Pharmaceuticals, agricultural fertilizer

Manufacturer of above products wants a joint venture with a U.S. firm. Pyrsos Co., Ltd., 36 Halkokondili St., Athens.

An American collaborator is sought for a joint venture in pharmaceuticals. The Greek firm is willing to contribute know-how, production and marketing facilities in return for raw materials and use of a brand name. M. Roumboulakis, 28 Socratous St., Athens 164.

2844 Perfumes, cosmetics, other toilet preparations

Manufacturer and distributor of cosmetics with various other interests wishes joint venture with U.S. firm in any field except pharmaceuticals. Mangriotis Bros. Co., Ltd., 9 Nikis St., Athens.

2861 Oil from locust bean seeds

Firm is seeking to expand production of these oils (used in paper products) through a joint venture. Expansion would permit entrance to the export market. VIHEP S.A., P.O. Box 1110, Athens.

2892, 3500 Explosives, machinery

A manufacturer of heavy machinery is interested in expanding its activities through joint venture or licensing. Well established, the firm has 2,800 employees and annual sales of about $4 million. Greek Powder & Cartridge Co., 20 Leoforos Amalia, Athens.

3021, 3069 Rubber goods

A large rubber concern needs $500,000 in U.S. capital to help it recover from a damaging flood, bring production up to capacity and purchase new equipment. The firm says it can meet competitive prices anywhere in the Common Market area or the Middle East. Indiana Rubber Co., 27 Alexander Fleming St., Moschaton, Piraeus.★

Firm which manufactures rubber gloves, baby bottle nipples and other products is interested in a joint venture with a U.S. firm in order to expand. Capital and technical know-how required. George Scourtis, 52 Halkokondyli St., Athens 102.

3079 Plastic molding

Small engraving firm is interested in a joint venture so that it can engage in small-scale manufacture of plastic molds and plastic products. Ara Savalan, 224 Korinthou St., Patras.

3151 Gloves

New glove manufacturing firm seeks outlets in U.S. for dress gloves and men's work

gloves. Theodore Hous, 4 Panagi St., Athens 123.

3231 Household & glass ware

An independent importer and wholesaler wants either an agency or joint-venture arrangement with a U.S. firm in order to expand product line. George Adrianos, 20 Queen Amalia Blvd., Athens.

3272 Concrete pipe

Producer of concrete pipe wants joint venture with experienced American firm to expand production into fields of light poles and precast polished flooring. Pipe Company of Patras, 33 Corinthou St., Patras.

3275 Gypsum products

Small manufacturer of building materials is interested in expanding activities. Seeks joint venture to produce gypsum products. Elva, 17 Alipodou St., Piraeus.★

3295 Minerals, earths

Owner of several magnesite mines seeks joint venture. Entire production now sold in Netherlands on annual contract basis. Mines are open pit and a processing plant is located about 6 miles from a shipping port. Aris P. Valtazanos, P.O. Box 647, 28 Nikis St., Athens. Cable address: AROIL, Athens.

3312 Steel billets from scrap

Manufacturer of structural steel for buildings seeks joint venture so as to manufacture steel billets from locally available scrap iron. Firm has between $50,000 and $100,000 to invest in melting facilities. D. & A. N. Stavrianos, 8 Kekropos St., Piraeus.

3431 Metal bathtubs

An importer of bathtubs would like to manufacture this product and seeks a joint venture for this. Now imports bathtubs from Germany with annual sales amounting to $200,000. Zare Chamdanjian & Co., 4 Ionos Dragoumi, Thessaloniki.★

3433, 3631, 3632 Oil heaters, refrigerators, electric ranges

Large, established manufacturer of household appliances seeks a joint venture with a reputable and established firm in U.S. Is reinvesting their own income but would like to speed up expansion if they can find a suitable partner with about $1.2 million to invest. Stamatios Pitsos, S.A., 15 Valaoritou St., Athens.★

3449 Scaffold leasing

Individual seeks joint venture with U.S. firm to start a scaffold leasing operation. Has $20,000 to contribute and needs a partner who can contribute technical assistance and some capital. Nicholas Zygomalis, P.O. Box 136, Athens.★

3519, 3522 Agricultural machinery, tree sprayers

Manufacturer of agricultural pumps is interested in joint venture to expand operations and start production of agricultural sprayers and engines. Is willing to put $50,000 to $80,000 toward such a venture. Andrew Aposrolopoules, 10 Sophocleous St., Athens.

Manufacturer of hammer mills and other agricultural machinery is interested in expanding activities through joint venture with U.S. firm. A. Kyriakos & Brothers, 17 Athinas St., Athens.★

Manufacturer of reapers, sowers, trailers and other farm equipment seeks a joint venture in order to expand operations. El Prodos, 64 Viannitson St., Thessaloniki.★

3548 Power-driven hand tools

Importer and marketer of hand tools and furniture hardware wants joint venture with U.S. manufacturer of power hand tools in order to start making some products he now imports. Koufopoulos & Karanikitas, 17 Egnatia St., Thessaloniki.

3551 Packaging equipment

A raisin processor is looking for a joint venture which will enable him to install modern packaging equipment and export raisins in paper cartons. Estimates venture will require $100,000. Denis T. Manolopoulos, Aratou-Korinthou, Patras.

3555 Printing equipment

Printer's agent is interested in distributing a U.S. line of printing equipment. Particularly seeking line which will not be competitive with German products. Eugene Valassakis, 16 Voulis St., Athens.

3561, 3566 Sprayers, centrifugal pumps, reduction units

Manufacturer of kitchenware, sprayers and other products seeks a joint venture to provide the capital and technical know-how for the manufacture of the sprayers on a much larger scale. Prapopoulos Brothers, Ltd., 278 Corinth St., Patras.

A manufacturer of electric motors wants a licensing arrangement with an American firm in order to produce reduction units and centrifugal pumps. S. Damigos & Co., 43 Venizelou St., Thessaloniki.★

3564, 3641 Ventilating, lighting equipment

Manufacturer of ventilating and lighting equipment seeks a joint venture with a U.S. firm in order to improve production methods. It now buys raw materials in Europe but would be willing to switch to an American supplier if price is competitive. Masco—Michel Massios, 7 Daniolou St., Thessaloniki.★

3585 Air conditioners

Firm producing industrial air conditioners wishes to expand and include home air conditioners in its line. Is looking for joint venture with U.S. firm capable of contributing $100,000. Vencon, Nicholas Varsos, 24 Aidiniou St., New Smyrna, Athens.

This firm seeks capital on a joint-venture basis. Also interested in purchasing condensers, coils, and sheetmetal on long-term credit. Tepsika, 13 Petrou Ralli St., Athens.★

3611, 3651, 3662 Test equipment, radio, TV, communications equipment

Firm that manufactures electronic equipment is interested in joint venture to expand operations. $100,000 is needed for automation. It is expected that this will permit an increase in exports to West Germany. V. Karathanassis, 8 Pringipos Nikolaou St., Thessaloniki.

3639 Water heaters

Small firm is seeking U.S. joint-venture capital so as to increase output of patented type of water heaters through installation of modern production machinery. Tachytherm, 95 Tsimiski St., Thessaloniki.★

3642 Street lighting

Small manufacturer of street lighting equipment seeks joint venture capital and know-how to increase output. Greek Aluminum Fabrication Plant, 40 Palaio Patron Germanou St., Thessaloniki.

3652 Phonograph records

Record producer wishes to obtain licensing arrangement or joint-venture agreement to manufacture like items. Local capital is available. Phonotechnic & Co., Academy Ave. 61, Athens.

3694 Automobile electrical parts

New firm producing armatures and other auto parts seeks joint venture to increase output. Plans to export products to Common Market. K. Kanekides and D. Valdikas, 25 Glastonos St., Thessaloniki.

3831 Optical goods

Commercial representative wants to enter optical goods field on a joint venture with a U.S. firm. Believes he is well equipped to undertake marketing of frames and lenses in Europe. Th. P. Dimitiadis, Boula Bldg., 3E, Vaniselou St., Thessaloniki.

3842 Surgical hosiery

Firm seeks joint venture with U.S. firm in order to expand output. Imports rubber from U.S. and produces 150 pairs of hosiery daily. Christos I. Economou, 34 Valaoritou, Thessaloniki.

3941 Plastic toys

Two small toy companies are interested in a joint venture with a U.S. company which can provide the technical and capital assistance needed for the manufacture of plastic products. Nikolaides Bros. and A. Kopanos-Christides & Co., 27 Eleftherias St., Triandria, Thessaloniki.

3992 Tanning of hides, skins

An exporter of raw skins and furs wants a joint venture with a U.S. firm experienced in the tanning business. Leonidas P. Mantzouranis, 11 Vlanava St., Athens.

5049 Candied fruits

Producer of candied fruit seeks joint-venture capital to modernize plant and equipment. Firm estimates it will require $60,000. N. Vosinakis, 46 Gounari St., Patras.

7013 Hotel—motel

Property owner in Athens is interested in joint venture to build a hotel and a motel on separate plots. Saltiel Cohen & Son, 2 Panerossou, Athens.

A block-long shopping center is now under construction near the new Thessaloniki railroad station. Owners of the land seek a joint venture to build a motel on the property. Joseph M. Hassid, Monastiriou St. 28, Thessaloniki.★

A real estate promoter owns some property on a proposed highway adjacent to Athens airport. Wants a joint venture or investment for the purpose of building a hotel-motel. Land now being used for a truck garden. Alimos Agricultural Co., 21 Patission St., Athens.

Trade Mission to Italy develops additional investment openings for American business firms

Venture, license arrangements sought in many industrial, consumer areas—from chemicals to roof coatings, presses, rescue craft, tubes, handling equipment, locks, plastic yarns, beverages

The U.S. Trade Mission to Italy has reported additional investment possibilities in that country ranging from a joint venture in frozen foods to a cross-licensing agreement for the production of telephone and electrical cable testing equipment.

There are also opportunities for U.S. firms to manufacture Italian lock systems and automatic garages under license.

The initial opportunities uncovered by the Trade Mission were published in the January 14th issue of INTERNATIONAL COMMERCE, pp. 33-4.

203 Food canning

Vegetable cannery seeks joint venture with U.S. firm in order to produce frozen foods. Conserve Alimentari Pantano, 8 Via Della Selva, Bologna.

208 Beverage industries

License sought for production of soft drinks. Fiory Pietro, Via Massena 44, Turin.

228, 282 Yarn mills, plastics materials

Manufacturer of plastic yarns and laminates seeks license to make metallized plastic yarns and pressure-sensitive tapes. Seal Pruf Italiana, Via Milleponti 19, Turin.

264 Converted papers

Producer of corrugated paper and cardboard seeks joint venture with U.S. firm in similar business. Demalena, Via M. Gioia, 41, Milan.

281 Industrial chemicals

Manufacturer of mannite, mannitol and lactic acid seeks license to make sorbitol and mannitol. Will also consider joint venture. Fratelli Dufour SpA, Via Borzoli 11, Genoa-Vorzoli.

283 Drugs

Pharmaceutical manufacturer seeks license to produce veterinary products and feed additives. Yatros Farmaceutica, Via San Ottavio 54, Turin.

Producer of pharmaceuticals seeks joint venture with U.S. firm in similar line. G.B. Panzera, Via F. Ferruccio 22, Milan.

284, 287 Cleaning preparations, insecticides

Manufacturer of household cleaners and insecticides seeks joint venture to expand its operations. Razzo SpA, Via Stalingrado 9, Bologna.

285 Paints

Paint manufacturer seeks joint venture or licensing arrangement to produce U.S. industrial, marine and house paints. Brava SpA, Via M. Duranzo 1/7, Genoa.

295 Roofing materials

Chemical firm seeks license to manufacture roof coatings. Aldbo, Strada Pantassi 7, San Ambrogio, Turin.

325 Structural clay products

Manufacturer of reinforced-concrete prefabricated tubes, pipes and other items seeks cross-licensing arrangement with similar U.S. manufacturer. Volte Sottili SpA, Via Larga 19, Milan.

342 General hardware

Manufacturer of davits and pulleys for rescue craft aboard ships wants to make similar U.S. equipment. Officine Gennaro, Genova Risarolo, P.O. Box 100, Genoa.

353 Material handling equipment

License is sought to produce automatic material handling equipment for use in steel plants, especially ore preparation, weighing and classification equipment for sinter plants. Officine Mechaniche di Savona, Piazza della Vittoria 10, Genoa.

354 Metalworking machinery, equipment

Producer of flame hardening and cutting torches and other welding equipment seeks license to make similar U.S. equipment. Saldotecnica di Primo Verna, Via Bombrini 34 R, Sampierdarana, Genoa.

355 Special industry machinery

Manufacturer of stainless-steel equipment for pharmaceutical industry seeks cross-licensing agreement to produce stainless-steel mixing, sterilizing and other equipment. Olsa SpA, Via Lovanio 6, Milan.

356 General industrial equipment

Hydraulic press and air compressor manufacturer seeks license to make air compressors over 500 c.f.m., large mechanical presses and special types of electric motors. Societe Emanuel, Via Tommaso Grossi, 18, Turin.

382 Control instruments

Manufacturer of scientific apparatus seeks cross-licensing arrangement to produce test equipment for plastics, rubber and other materials. Vaschetti & Grosso, Via Cavour 46, Turin.

Cross-licensing agreement to make automatic telephone and electric cables for testing equipment sought by manufacturer of similar equipment. Trucco F., Via S. Santarosa 14, Turin.

Licenses offered

342 Hardware

Manufacturer of safety devices, including locks for automobiles, seeks U.S. firm to produce its locks under licensing agreement. Francesco Perino SpA, Via Gallino 55, Genova-Pontedecimo.

353 Materials handling equipment

A designer of a fully automatic parking garage with one system now in operation wants to license production of its garages in U.S. Dott. Ing. Nanussi & Dott. Ing. Ferrario, Casella Postale 1047, Genoa.

License for wood crates asked by Japanese firm

A Japanese firm engaged in dunnage and carpenter work seeks a license to manufacture knock-down wooden crates with metal joints for sending products by ship and rail.

Write to Kitagawa Shoten Co., Ltd., 11 Sakuragi-cho 3-Chome, Naka-ku, Yokohama.

Opportunities seen in Greek plastics

Investment, equipment needed to bring industry up to date

The Greek plastics industry offers a challenge, calling for modernization and technical skills. For this reason, U.S. plastics firms considering investments abroad and producers of plastics manufacturing equipment may be interested in a recent industry survey.

The demand for plastics raw materials will reach 22,000 tons by 1966, compared with 14,000 tons in 1961, the report forecasts. Serious examination of the advisability of establishing a polypropylene unit is needed and, in view of the strong demand, dye manufacturing could be doubled.

The survey, by an agency of the Greek Government, also notes that the Greek plastics industry is splintered. Most of the 350 producers are small, use largely obsolete equipment and employ few qualified technicians. Among its recommendations, the survey includes the merger of small enterprises, modernization of plants and equipment and employment of qualified plastics technicians.

For additional information concerning the survey and opportunities for U.S. investors and manufacturers, write to the Greek Industrial Development Corporation, 8 Dragatsaniou St., Athens.

U.K. manufacturers ask engineering, chemical licenses

Containers, tools, corrosion controls, electromechanical equipment, heavy chemicals

Five U.K. firms seek licenses to produce solid and collapsible bulk containers for liquids and solids of all types; chemical cleaners, polishes, waxes, and similar products for domestic and general industrial uses; heavy chemicals; grinding and milling machines, jig borers or electromechanical equipment and precision machine tools of all types.

❶ License to manufacture solid and collapsible bulk containers for liquids and solids of all types is sought by firm equipped with presses, automatic welding equipment and all necessary machinery for shaping, bending, forming and general handling of metal parts.

Write Frederick Braby & Co., Ltd., Braby House, Smithfield St., London.

❷ A manufacturer of chemical cleaners, polishes, waxes and corrosion controls for the automobile and aircraft industries seeks a license to produce similar products for domestic and general industrial uses.

Write Valay Industries, Ltd., Davis Rd., Chessington, Surrey.

❸ License to produce heavy chemicals sought by manufacturer of coal tar products, creosote, carbolic acid and pitches.

Write Anglo-Scottish Chemical Co., Ltd., 20 Renfield St., Glasgow.

❹ A firm of precision and general engineers seeks license to produce grinding and milling machines, jig borers or electromechanical equipment.

Write Frenchay Products, Ltd., Station Rd., Kingswood, Bristol.

❺ A manufacturer of aeronautical and precision products wants a license to make machine tools of all types requiring precision manufacturing.

Write Aero Controls, Ltd., Industrial Estate, Weedon Rd., Northampton.

Heavy equipment, food product licenses asked

Two New Zealand firms seek licenses for food products and construction and general industrial equipment.

● A manufacturer and packer of a variety of food products—including fruit extracts, concentrates, baking powder, custard powder and jellies—seeks licensing for production of U.S. food products.

Write G. E. Wilson, Ltd., 304 Sandringham Rd., Auckland, S.W. 1.

● A firm engaged in importing, wholesaling, and retailing earthmoving, contracting, logging and agricultural machinery seeks a license to make U.S. equipment. It is interested in making earthmoving, logging and farm machinery as well as general industrial and hydraulic equipment.

Write Frederic W. Smith, Ltd., 18 Frost Rd., Mt. Roskill, Auckland.

Electronic, pharmaceutic item licenses requested

● A Brazilian firm is looking for a licensing arrangement with a U.S. firm to manufacture electronic components. The principal partner of the firm is an electronics engineer who plans to visit the U.S. within a few months.

Write Aplicacoes Electronicas Artimar, Ltda., Avenida Ipiranga 1208, 3° andar, Caixa Postal 5881, São Paulo.

● Another firm which produces drug preparations seeks U.S. license to manufacture pharmaceutical products.

Write Laboratorio Yatropan S.A., Ave. Brigadeiro Luiz Antonio 290, Caixa Postal 4699, São Paulo.

Industrial instruments wanted in South Africa

A South African firm engaged in supplying, installing and servicing industrial instruments and electrical equipment seeks a license to make instruments to determine temperature, pressure and flow in industrial processes.

Write to Instrulet Pty., Ltd., 7 Bree St., Cape Town.

TURKISH HOTEL NEEDS $

A tourist hotel in Antalya, the Turkish "Riviera," has been 80% completed. $50,000 is needed to finish the hotel which will have a capacity of 50 beds and a restaurant. Interested investors should write to Expres Turizm Büro, Hastahane Caddesi No. 44, Antalya, Turkey.

Chemical production proposed in Sudan

Large manufacturer of drug and cosmetic products plans expanded operation, seeks joint-venture with U.S. firm

A broad-gage chemical industry opportunity is offered U.S. investors in the Sudan.

A manufacturer of pharmaceutical products and cosmetics in that country is interested in securing American capital and know-how to expand production and meet market demand. He is reported to have a modern air-conditioned plant and machinery, over 200 employees and an up-to-date sales, marketing and delivery organization.

The firm wants to increase its present capitalization. It would welcome joint-venture participation to include the purchase of some of its preferred or common stock.

The contemplated expansion goes beyond the pharmaceutical and cosmetic fields to include industrial and commercial chemicals.

Favorable position

As an officially approved enterprise by the Sudanese Government, the firm enjoys customs duty exemption on imported machinery, special tax concessions, assured government orders for some of its products and several other concessions.

The firm says that its competition is insignificant and asserts that its plant, formally opened by the President of the Republic of Sudan in April 1960, is the largest in the country.

The manufacture of such items as talcum powder, aspirin tablets, liquid detergent, hair and skin creams and liquid paraffin indicate the wide range of the firm's long list of products.

Sales technique

Supervised by the sales manager, 3 salesmen cover the three major towns in Khartoum province, while 4 others, driving well stocked diesel trucks, sell and deliver a wide range of items throughout the country. These trucks are distinctively painted and the salesmen are equipped with tape recorders and loud speakers.

Additional information is available on loan from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C. Investors should also write to Mr. Leon Tamman, Managing Director, Sudanese Chemical Industries, Ltd., P.O. Box 925, Khartoum, Sudan.

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Ferrous, non-ferrous metals sought by Iraq Government

The Government of Iraq is accepting tenders for a supply of ferrous and non-ferrous metal products under tender 61/62. Bid deadline is Feb. 26.

Included in the number of products for which specifications are available are 15 different non-ferrous and non-ferrous alloy metal products and some 38 different ferrous and ferrous-alloy metal products ranging from castings to high carbon steel.

Tender documents may be obtained from the Government Oil Refineries Administration (GORA), Baghdad, Iraq, for $14 (ID 5) per copy. GORA will send the tender documents to the U.S. free of postal charges.

A copy of the tender documents is available, for reference only, at the Copper Division, BDSA, Department of Commerce. (Telephone: WOrth 7-2162.)★

German mail order house seeks products from U.S.

Gross-Versandhaus Quelle in Furth, Germany, is interested in importing a number of U.S. products.

On the list of products required are artificial materials suitable for use in the construction of prefabricated houses priced from $8,500 to $12,500. Television sets, which Quelle currently offers from $130 to $300, are in demand.

The company also seeks a reasonably priced dishwasher which will handle silverware and pots and pans. Other products wanted are electric razors, canned fruits, and synthetic fabrics.

Manufacturers and suppliers should send samples and complete pricing information to Mr. Boesshammer, Import-Export Abteilung, Gross-Versandhaus Quelle, Nuremburger Strasse 91-95, Furth. Correspondence in English is acceptable, but German is preferred.

Booklets on Quelle and its merchandise are available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (telephone: WO 7-2498).

Communication equipment called for by Nigeria

The Electricity Corp. of Nigeria is inviting bids for the supply and erection of power-line carrier remote supervisory control and communication equipment for power line systems operating in Nigeria.

The project includes about 900 miles of transmission line and 17 substations. Operating voltages for various sections of line range from 33 to 330 kilovolts.

Tenders are invited only from firms who are prepared to submit complete tenders for the supply and erection of the entire carrier current system as specified.

Closing date for bids under Contract 1033/146 is March 28. Tender documents are available from the London Representative, Electricity Corp. of Nigeria, Adelphi, John Adam St., London W.C.2., or Headquarters, Private Mail Bag 2030, 13, Broad St., Lagos, Nigeria.

Sets of 3 tender documents may be obtained from either of the above addresses on payment by check for £20 (£1 Nigerian =$2.80), not refundable.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD **indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

012 Fruit, Tree Nuts, Vegetables

NETHERLANDS—Fresh apples. N.V. Gebrs. Lamers (importer, exporter, transit trader, wholesaler), 56 Sloterbeekstraat, Venlo.

019 Miscellaneous Commercial Farms

NETHERLANDS—All kinds of seeds. Exclusive distributorship. N.V. Chemische Industrie en Handelmaatschappij Denka (manufacturer, importer), 63 Tolnegenweg, Voorthuizen. WTD 3/6/61.

091 Fisheries

IRELAND—Seed oysters, 2-3 years old, for replanting. Verwys Oyster Farm, Ltd. (firm to foster and develop Irish oyster and mussel fisheries), 20-21 Moore St., Dublin 1. WTD 12/7/62.

193 Tanks, Tank Components

GERMANY—Tank automotive and ordnance equipment, particularly track shoe assembly and component parts for combat tank, full tracked, 90/mm. gun, M47; combat tank, full tracked, 90/mm. gun, M-48A2; combat tank, full tracked, 105 mm. gun, M60; personnel carrier, full tracked, armored, M113. Automotive Parts Service, August G. Durian (importer, wholesaler), 52 Gerwigstr., Karlsruhe/Baden. WTD 1/17/62.

200 Food

CONGO—General foodstuffs, primarily canned fish, tomato paste, fruits, vegetables; macaroni, candies; butter and cheese under Title I, P.L. 480; requests replies in French. Socogal (Anciens Ets. Maurice Michaux), (importer, retailer, wholesaler), B. P. 40, Leopoldville. WTD 1/15/62.

203 Canned, and Preserved Fruits Vegetables, Seafood

NETHERLANDS—Dried citrus fruit, canned fruit. Direct purchase and agency. B. A. van Doorn (importer, wholesaler), 6 Wolvenstraat, Utrecht.

Shelled almonds. Direct purchase and agency. G. Reimeringer's Agentuur en Commissiehandel (importer, transit trader), 5 Leliegracht, Amsterdam C.

Raisins, currants, and dried citrus fruit. Direct purchase and agency. N.V. Agentuur & Commissiehandel v/h Firma A. P. Boelaars (importer, wholesaler, agent), 7 Anth. van Dijckstraat, Amsterdam Z.

Canned fruit, including peaches, pineapple, apricots. Direct purchase and agency. N.V. Algemene Agentuur & Commissiehandel v/h Wolf & Simons (agent), 140 Lekstraat, Amsterdam.

209 Miscellaneous Foods

NETHERLANDS—Edible fats, lecithin. Direct purchase and agency. Pon & Co. (importer, exporter, transit trader, agent), 14-16 van Perseijnstraat, Amersfoort.

SAUDI ARABIA—Corn oil packaged for sale directly to the consumer; requests replies from manufacturers only. 'Abd al-'Aziz Taha 'Ubayd (importing distributor, importer, wholesaler, retailer), P.O. Box 492, Jidda. WTD 12/3/62.

220 Textile Mill Products

AUSTRALIA—Wool fabric and bindings for electric blankets to be assembled and merchandised in Australia; components must meet with Australian standards specifications, a copy of which is available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (telephone: WO 7-4675). Glaser Imports Pty., Ltd. (importing distributor, manufacturer's agent, manufacturer), 809-811 Nepean Highway, East Brighton, Victoria. WTD 12/12/62.

221 Broad Woven Fabric Mills, Cotton

NETHERLANDS—Fine cotton fabrics for sheeting and pillow cases. Lingerie-Industrie May & Co., N.V. (importing distributor), P.O. Box 14, Zeist.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

NETHERLANDS—Printed nylon chiffon, soft finish, not interested in duster designs; requests samples. Confectie-Industrie "De Bij" (importer), 403 Prinsengracht, Amsterdan WTD 11/14/62.

228 Yarn, Thread Mills

TURKEY—Synthetic yarn. Tahsin GOK ve Ortaklari Kollektif Sirketi (importer), P.O. Box 79 or Anadolu Han, Bahcekapi, Istanbul.

230 Apparel

SAUDI ARABIA—Children's wearing apparel, including underwear, outerwear, and accessories. Lucky Store (importer, retailer, wholesaler, sales agent), Amir Khalid St., Alkhobar.

242 Sawmills, Planing Mills

NETHERLANDS—Western red cedar; requests detailed information, price quotations, and nearest point from which shipments can be made. Maatschappij De Fijnhouthandel N.V. (importer, wholesaler), P.O. Box 1119 or Nieuwe Hemweg 1-6, Amsterdam C.

251 Household Furniture

SAUDI ARABIA—Children's furniture and accessories. Lucky Store (importer, wholesaler, retailer, sales agent), Amir Khalid St., Alkhobar.

260 Paper

GERMANY—Kraft paper and kraft liner. Direct purchase and agency. Herbert Seidler (importing distributor), Grosse Bleichen 31, Hamburg 36. WTD 10/13/61.

INDIA—Paper for manufacture of power transformers of ratings up to 75 mv.-a. 132 kv. class; specifications M 1189-C for solid grey pressboard sheets, M 1337 for thick laminated grey pressboard, and M 6013 for crepe kraft paper available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (telephone: WO 7-4675); requests technical data and descriptive literature. Chief, Engineer, Transformer Department, Heavy Electricals (India), Ltd., (manufacturer), Piplani P.O., Bhopal, Madhya Pradesh.

262 Paper Mill Products

GERMANY—Printing paper, writing paper, and newsprint. Rheinische Papierindustrie Herm. Kleine-Moellhoff K.G. (wholesaler, importer, exporter), 5-7 Norbertstr., 43 Essen. WTD 12/18/62.

275 Commercial Printing

BELGIUM—Picture cards, postcards, photographic reproductions of landscapes, historical and geographical subjects; reproductions of paintings. Jozef Aerts (importer, wholesaler), 85 Markgravestraat, Herentals. WTD 1/3/63.

280 Chemicals, Allied Products

GERMANY—Synthetic resins, plastic materials and pigments for varnish and lacquer industry, printing ink industry, and manufacturers of adhesives and floor tiles. Exclusive distributorship for West Germany on direct purchase and commission agency. Mercator-Oloff Bremer Uebersee- und Handels K.G. (importer, exporter), P.O. Box 804, Bremen. WTD 3/5/62 for Robert Kraemer.

Synthetic resins, solvents, and softeners; requests replies from manufacturers only. Direct purchase and agency. Firma Dr. Guenter Neumann (manufacturer, wholesaler, sales agent), 5 Schoenbuehlstr., Stuttgart-O.

TURKEY—Ultramarine; PVC, polystyrene, polyethylene grain. Tahsin GOK ve Ortaklari Kollektif Sirketi (importer), P.O. Box 79 or Anadolu Han, Bahcekapi, Istanbul.

282 Plastics Materials, Synthetics

GERMANY—Plastic materials for conveyor belts, workers' protective clothing and gloves. Direct purchase and agency. Ledervertriebs-Gesellschaft mbH (importing distributor, wholesaler), Postfach 14, 433 Muelheim/Ruhr-Saarn. WTD 11/16/61.

Special synthetic packings. Praedifa Jaeger KG (manufacturer, exporter), 712 Bissingen/Enz. WTD 12/12/62.

283 Drugs

● **IRAQ**—Pharmaceuticals in tablet and capsule forms: acetazolamide, nicotinic acid, amphetamine, busulphan, chlorambucil, steroids, tranquilizers, sulfa drugs, diuretics, vitamins, galenicals. Bid deadline April 14; tender #77/62. Terms and specifications obtainable from Central Foreign Purchasing Board, Ministry of Finance, Baghdad, for $5.60 per copy plus 70 cents to cover postage.★ (Telephone: WOrth 7-2239.)

NETHERLANDS—Vitamin preparations. Direct purchase and agency. Pon & Co. (importer, exporter, transit trader, agent), 14-16 van Perseijnstraat, Amersfoort.

All kinds of drug items. Exclusive distributorship. N.V. Chemische Industrie en Handelmaatschappij Denka (manufacturer, importer), 63 Tolnegenweg, Voorthuizen. WTD 3/6/61.

NORTHERN IRELAND—Vitamins, proteins, antibiotics for animal feed compounding; requests price quotations c.i.f. Belfast. E. T. Green, Ltd. (manufacturer), Marlboro Mills, Donegall Quay, Belfast 1. WTD 1/7/63.

284 Soap, Cosmetics, Cleaning Preparations

GERMANY—Cosmetics of all kinds, particularly creams and lotions; toilet soap. Direct purchase and agency. Karl Boehlke (wholesaler), 27 Gildenstr., 42 Oberhausen-Osterfeld. WTD 12/13/62.

Commercial cleaning compounds, such as floor waxes and emulsions; requests price quotations FOB New York. Exclusive representation for direct purchase and agency. Hermann Weisbarth (importer, exporter, wholesaler), Weissfrauenstr. 14/16 Frankfurt/Main.

287 Agricultural Chemicals

GERMANY—Newly developed weed killers. Possehl Chemie und Isolierstoffe GmbH (importing distributor), Steinhoefft 11, Hamburg 11. WTD 1/9/62.

NETHERLANDS—Insecticides, fungicides, herbicides, and disinfectants. Exclusive distributorship. N.V. Chemische Industrie en Handelmaatschappij Denka (manufacturer, importer), 63 Tolnegenweg, Voorthuizen. WTD 3/6/61.

291 Petroleum Refining

GERMANY—Gasoil in bulk. Aktiengesellschaft fuer Chemische & Teerprodukte (importer), Jungfernstieg 51, Hamburg 36. WTD 3/30/62.

301 Tires, Tubes

● **GREECE**—Tires and tubes, 840, of assorted sizes; tender unnumbered, bid deadline Feb. 11. Ministry of National Defense, Army Service of Reconstruction Projects (S.Y.K.E.A.), Athens.★ (Telephone: WOrth 7-3381.)

TURKEY—Tires and tubes for cars, trucks, and tractors. Tahsin GOK ve Ortaklari Kollektif Sirketi (importer), P.O. Box 79 or Anadolu Han, Bahcekapi, Istanbul.

306 Fabricated Rubber Products

GERMANY—Rubber materials for conveyor belts; rubber materials for workers' protective clothing and gloves. Direct purchase and agency. Ledervertriebs-Gesellschaft mbH (importing distributor, wholesaler), Postfach 14, 433 Muelheim/Ruhr-Saarn. WTD 11/16/61.

Special rubber packings. Praedifa Jaeger KG (manufacturer, exporter), 712 Bissingen/Enz. WTD 12/12/62.

● **MOROCCO**—Wet phosphate ore conveyor belt, 20 kilometers; lengths 800 meters to 3 kilometers, width 800 to 1,000 millimeters. Tender DAG-IP 5001, bid deadline Feb. 15. Office Cherifien des Phosphates, Direction des Approvisionments Generaux, 305 Avenue Mohammed V, Rabat. Specifications available in French only.★ (Telephone: WOrth 7-3381.)

● **SYRIA**—Firefighting hose, various lengths. Tender unnumbered, no bid deadline. Administrative Department,

Damascus Municipality, Mr. Mahmoud Al-Hallak, Chef de Service du Materiel de la Ville de Damas, Fuad the First Avenue, Damascus, Syria. Specifications available in French only.★ (Telephone: WOrth 7-3381.)

TURKEY—Rubber hose for water and fuel oils. "Mektas" Ticaret T.A.S. (importer), Tersane Caddesi No. 11, Galata, Istanbul. WTD 4/7/61.

307 Miscellaneous Plastics Products

BELGIUM—Plastic household utensils, high quality; requests replies in French with price quotations c.i.f. Antwerp or Ostende. Gerard Debels & Zonen N.V. (importer, wholesaler), 28 Noordstraat, Kortrijk. WTD 1/3/63.

■ **TUNISIA**—Plastic commodity item moulds, 26; moulds for miscellaneous items, such as jerry-can, gourd, feeding bottle, pot bucket; blow-o-matic system with tables. Financing expected through subloan under DLF Loan 196; U.S. source. Credit amount $55,048. No bid deadline given. For further information, interested suppliers should contact Comptoir National Du Plastique, avenue Assad Ibnou El Fourat, Sousse.

311 Leather

GERMANY—Leather for conveyor belts; leather for workers' protective clothing and gloves. Direct purchase and agency. Ledervertriebs-Gesellschaft mbH (importing distributor, wholesaler), Postfach 14, 433 Muelheim/Ruhr-Saarn. WTD 11/16/61.

Leather for upholstered furniture, clothing, shoes, and other leather goods. Direct purchase and agency. Ledervertriebs-Gesellschaft mbH (importing distributor, wholesaler), Postfach 14, 433 Muelheim (Ruhr)-Saarn. WTD 11/16/61.

314 Footwear

SAUDI ARABIA—Children's shoes. Lucky Store (importer, wholesaler, retailer, sales agent), Amir Khalid St., Alkhobar.

326 Pottery, Allied Products

INDIA—Porcelain electrical insulators for manufacturer of power transformers of ratings up to 75 mv.-a., 132 kv. class; specification No. 1306-H with 4 drawings available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4675); requests technical data and descriptive literature. Chief Engineer, Transformer Department, Heavy Electricals (India), Ltd. (manufacturer), Piplani P.O., Bhopal, Madhya Pradesh.

329 Abrasives, Nonmetallic Mineral Products

TURKEY—Abrasive paper. Arman Manukyan (importer, sales agent), 6 Sakacesme Sokak, Cicekpazari, Istanbul.

Emery stones. "Mektas" Ticaret T.A.S. (importer), Tersane Caddesi No. 11, Galata, Istanbul. WTD 4/7/61.

331 Steel Mill Products

CAMBODIA—Electrolytic tin plate for June delivery: 4,500 boxes, sheets 18¾″ x 28″; 1,500 boxes, sheets 20″ x 30″; tin coating .75 lb. per base box; base weight 107 lbs., i.e., thickness 0.0120″. Fakem (manufacturer), 39-47 Vithei Chan Nak, Phom Penh.

GERMANY—Ferro alloys. Direct purchase and agency. W. & O. Bergmann KG (importer, exporter, wholesaler, manufacturer's agent), 40 Immermannstr., 4 Duesseldorf. WTD 1/3/63.

Chrome steel sheet, chrome nickel steel sheet; in strips and in sheets 0.6-1.0 mm. thick. Rollmann & Tovar GmbH (manufacturer), 1-3 Ostbredenstr., 473 Ahlen/Westfalen.

■ **INDIA**—M.S. billets or wire rods for manufacturing arc welding electrodes, IL#DL/55/583/03101/0002; m.s. billets or wire rods for same; size 50 mm sq. and/or 60 mm sq. x 5 meter; IL#DL/55/583/02101/0051; stainless steel wire, 18/8 and 25/20 grades, IL#DL/55/583/03201/0003; stainless steel wire, same size and grades, IL#DL/55/583/03201/0001. Loan 217, U.S. source. Bid deadline Feb. 11. J. B. Advani-Oerlikon Electrodes Pvt., Ltd., Radia House, 4th Floor, 6 Rampart Row, Bombay 1.★

■ Steel bars, billets, sheets, plates, flats, terne plates, lead coated sheets. Loan 217; U.S. source. Bid deadline Feb. 18. Hindustan Motors, Ltd., Uttarpara, Hooghly. Cable: HINDMOTOR, Uttarpara.★

■ Mild steel sections. Loan 217; U.S. source. Bid deadline Feb. 25. Hindustan Shipyard Pvt., Ltd., Ganghigram, Visakhapatnam 5.★

■ Tinplate, 392 tons; tool and alloy steel, 26.7 metric tons. IL#DL/55/243/02101/0328 and DL/55/243/02201/0052. Loan 217; U.S. source. The Matal Box Co. of India, Ltd., Barlow House, 59C Chowringhee Rd., Calcutta 20.★

■ Hot rolled rods rimmed steel, standard USA arc welding quality, 180 tons of 7/32″ diameter; ¼″ dia. hot rolled rods, 50 tons. Loan 217; U.S. source. Bid deadline Feb. 22. Power Cables Pvt., Ltd., 5B Amar Bldg., Phirozsha Mehta Rd., P.O. Box 1522, Bombay 1. Cable: INSULAST.

● Fishplates, 4,000 metric tons. Tender Track 3 of 1963, bid deadline Feb. 25. Joint Director (Track), Railway Board, New Delhi. Source global. Tender papers available from Indian Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C. Reference D/ENQ/630 for $2.10 (not refundable).

■ Alloy rods, type ER-308, stainless steel wire, 200 lbs., for welding AISI type 304 steel with TEC outfit, 3/32″ dia. x 36″; Page high tensile M welding wire, 500 lbs. for welding boiler shells; alloy rods, ER-309, stainless steel wire, 300 lbs., for heat resisting steel 5/32″ dia. x 36″ long; alloy rods ER 316, stainless steel 1″ x 36″, 300 lbs. Loan 157. U.S. source. IL#AU/GL/MTC/33/DLF/361. Ref. 41(599)/61-AID-II. Bid deadline Feb. 20. Westerwork Engineers Pvt., Ltd., 5-D, Vulcan Insurance Bldg., Churchgate, Bombay 1. Cable: INDOTHERM.

■ Hot rolled wire rods in coils, 3/16″ dia. or 5.5 mm. dia., 1,000 long tons, various chemical compositions. Loan 159; U.S. source. IL#CL/77/4-02101/4. Bid deadline Feb. 22. Hindustan Wires, Ltd., 16/5 Chowringhee Rd., Calcutta 13. Cable: WIREFIELD.★

■ Nickel chrome steel, EN.24 ground and unground, required for manufacturing "Wolf" portable electric tool components. IL#DL/55/895/02 2 01/0244. Loan 217; U.S. source. Bid deadline Feb. 15. Rallliwolf, Ltd., 21 Ravelin St., Fort, Bombay 1. Cable: RALLI, Bombay.★

■ M.S. plates and sheets for manufacturing boiler plant, size 6′ x 20′. Loan 217; U.S. source. IL#DL/55/11/02 1 01/0337. Bid deadline Feb. 15. ACC-Vickers-Babcock, Ltd., P.O. Durgapur 1, Dt. Burdwan, West Bengal.★

■ Prime quality stainless steel sheets/plates AISI Type 316 and 321; plates HRAP, dull, sheets, cold rolled dull, packed on completely enclosed wooden skids for export, size 8′ x 4′. Loan 217; U.S. source. IL#DL/55/522/02 3 01/0155. Bid deadline Feb. 18. K. Mahadev & Co., Pvt., Ltd., Bhawani Shankar Cross Rd., Dadar, Bombay 28.★

■ Cold rolled alloyed razor blade steel strip, unhardened with sheared edges in coils packed in tin lined cases of 1.20/1.30% carbon and 0.20 to 0.30% chrome, size .004 and .005″ x .881″; Loan 217; U.S. source. IL#DL/55/406/02 2 01/0130 and 55/406/02 2 01/0044. Bid deadline Feb. 18. Harbans Lal Malhotra & Sons Pvt., Ltd., 18 Netaji Subhas Rd., Calcutta 1.

■ Cold rolled close annealed sheets, commercial quality oiled (CRCA) for manufacture of ring frames, carding engine and Ruti loom components. Various sizes and gauges, 264 tons. Loan 217; U.S. source. IL#BL/55-121-02101/241. Bid deadline Feb. 18. National Machinery Manufacturers, Ltd., Kalwe-Thana, Maharashtra State.

■ H.T. galvanized steel wire, suitable for manufacture of ACSR and conforming to BSS 215/1956 & 443/1959. Loan 217; U.S. source. IL#DL/55/985/02101/0602. Bid deadline Feb. 23. Electrical Manufacturing Co., Ltd., 136 Jessore Rd., Dum Dum, Calcutta 28. Cable: ELCORP.★

■ Bearing quality steel forged balls, SAE 52100, headed and finished, size ¾″ dia., 22,000 lbs. Loan 217; U.S. source. Bid deadline Feb. 25. National Engineering Industries, Ltd., Jaipur.

■ Tinplate, electrolytic, grade 75, bright finish, unassorted 112 sheets per package in approximately 2,000 lbs. metal containers, paper lined on platforms, with 2½″ runners, sizes 18¾″ x 28″ x 107 lbs. base and 20″ x 30″ x 107 lbs. base. Loan 217; U.S. source. Bid deadline Feb. 25. Burmah Shell Oil Storage & Distributing Co. of India, Ltd., Ballard Estate, P.O. Box 688, Bombay 1, Cable: KEROPET.

● Steel plates, 9,100 metric tons. Tender S-36/62. Bid deadline 2 p.m., Feb. 21. Director, Wagon Production, Railway Board, Ministry of Railways, Raisina Rd., New Delhi. Tender documents available from India Supply Mission, Washington 8, D.C., for $2.10 each (not refundable). I.S.M. Ref. D/ENQ/63.

■ **TAIWAN**—Steel wire ropes, 8,400 meters, for monocable aerial tramway, improved plow steel, diameter 36 mm.; steel wire rope, 6,800 meters, construction of flattened strand type, 6 x F, plus 1 hemp core. Loan 113; worldwide. Credit amount $25,000. Bid deadline Feb. 28. China Development Corp. on behalf of Taiwan Cement Corp., where interested suppliers should apply for further information.★

TURKEY—Tinplate. Tahsin GOK ve Ortaklari Kollektif Sirketi (importer), P.O. Box 79 or Anadolu Han, Bahcekapi, Istanbul.

Steel spiral tubes. "Mektas" Ticaret T.A.S. (importer), Tersane Caddesi No. 11, Galata, Istanbul. WTD 4/7/61.

333 Primary Smelting, Refining of Nonferrous Metals

TURKEY—Raw aluminum. Tahsin GOK ve Ortaklari Kollektif Sirketi (importer), P.O. Box 79 or Anadolu Han, Bahcekapi, Istanbul.

334 Secondary Smelting, Refining of Nonferrous Metals

GERMANY—Nonferrous metals; scrap, residues, and ores. Direct purchase and agency. W. & O. Bergmann KG (importer, exporter, wholesaler, manufacturer's agent), 40 Immermannstr., 4 Duesseldorf. WTD 1/3/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

AUSTRALIA—Electric wiring for electric

blankets to be assembled and merchandised in Australia; wiring must meet with Australian standards specifications, a copy of which is available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (telephone: WO 7-4675). Glaser Imports Pty., Ltd. (importing distributor, manufacturer's agent, manufacturer), 809-811 Nepean Highway, East Brighton, Victoria. WTD 12/12/62.

GERMANY—Exotic metals. Direct purchase and agency. W. & O. Bergmann KG (importing exporter, wholesaler, manufacturer's agent), 40 Immermannstr., 4 Duesseldorf. WTD 1/3/63.

Fine wire of special alloys; clad wire, especially clad fine wires, special alloys, rare metals, reactor metals. Direct purchase and agency. Dr. Bangert & Theurer KG (manufacturer, exporter, importer), 104 Haiterbacherstr., Nagold.

GREECE—Antifrictional metals, 4,000 kgs. Quality 1 (90.0-92.0% tin); 5,000 kgs. Quality 2 (88.0-90.0% tin); 3,000 kgs. Quality 3 (83.0-85% tin); 3,000 kgs. Quality 4 (80.5-82.5% tin). Ingot maximum weight 10 lbs., ingot maximum length 2½ in., for Ministry of National Defense. Tender B/812/62. Bid deadline Feb. 18. Ministry of Commerce, State Purchases Directorate B, 50 Socratous St. Athens.★ (Telephone: WO 7-2355.)

INDIA—Multi-layer paper covered rectangular copper conductors for manufacture of power transformers of ratings up to 75 mv.-a. 132 kv. class; specification No. M 1736-D with copy of table of preferred sizes available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (telephone: WO 7-4675); requests offers with technical data and descriptive literature. Chief Engineer, Transformer Department, Heavy Electricals (India), Ltd. (manufacturer), Piplani P.O., Bhopal, Madhya Pradesh.

● 1,355 km. composite two core 375 coaxial cables with jointing materials and gas pressure alarm equipment; tender P/SE-3/7460-N/I, bid deadline March 8. Tenders available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., under reference D/ENQ/628. Tender fee is $2.10 (not refundable).

Aluminum foil, 0.006 mm., for manufacture of power transformers of ratings up to 75 mv.-a., 132 kv. class; specification No. B 6005 available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4675); requests technical data and descriptive literature. Chief Engineer, Transformer Department, Heavy Electricals (India), Ltd. (manufacturer), Piplani P.O., Bhopal, Madhya Pradesh.

■ Copper ingots to specification BS 1037, 560 metric tons, fire refined conductivity; electrolytic copper wire bars to spec. 1036, 75 m.t.; zinc ingots to spec. BS220, 280 m.t., fire refined, required by Indian Telephone Industries, Ltd., Bangalore. Tender SDM/124/AID. Bid deadline Feb. 19. Tender papers may be obtained free of charge, from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

336 Nonferrous Foundries

BELGIUM—Cast aluminum household utensils; requests replies in French and price quotations c.i.f. Antwerp or Ostende. Gerard Debels & Zonen N.V. (importer, wholesaler), 28 Noordstraat, Kortrijk. WTD 1/3/63.

342 Hand Tools, General Hardware

BELGIUM—Agricultural hand tools, gardening utensils and implements; high quality. Metal or wire household utensils, high quality. Requests replies in French with price quotations c.i.f. Antwerp or Ostende. Gerard Debels & Zonen N.V. (importer, wholesaler), 28 Noordstraat, Kortrijk. WTD 1/3/63.

GERMANY—Hand operated household and kitchen articles of all kinds, not including washing machines and refrigerators; requests replies in German. Direct purchase and agency. Johs. Lucas (wholesaler), Schliessfach 5232, 4 Duesseldorf. WTD 12/20/62.

TURKEY—Builders' hardware, hand tools. Arman Manukyan (importer, sales agent), 6 Sakacesme Sokak, Cicekpazari, Istanbul. Hand drills. "Mektas" Ticaret T.A.S. (importer), Tersane Caddesi No. 11, Galata, Istanbul. WTD 4/7/61.

343 Heating Equipment

■ **INDIA**—Integral furnace boiler of design pressure 300 p.s.i. maximum continuous capacity of 40,000 lbs. per hour, at present operating conditions of 225 p.s.i. and future working pressure of 260 p.s.i. and 650 f. at superheater outlet arranged for coal firing. Loan 157; U.S. source. IL#219881/DLF-157/60/CCI/HEP/CG.II. Ref. 4(180)/62-AID-II. Bid deadline Feb. 21. Dishergarh Power Supply Co., Ltd., 8 Clive Row, Calcutta.★

344 Fabricated Structural Metal Products

IRAQ—Supply and erection of 3 boiler units, 170 tons per hour, for Daura Power Station, tender 2/3/19, bid deadline April 8. Directorate General of Industrial Design and Construction, Ministry of Industry, Baghdad. Specifications may be obtained from above address for $98 (2 sets). Copy of tender notice available for review only in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

MALAYA—Seamless steel cylinders for collecting liquified Co^2, inside of cylinder black, outside painted, complete with square foot, neck ring, cap and valve, capacity 35 litres, suitable for use of aerated water factory; according to manufacturer's specifications; certificate of guarantee will suffice. Tong Aik Distillery, Ltd. (manufacturer), 339 Parit Stongkat, Muar, Johore. WTD 5/28/62.

346 Metal Stampings

BELGIUM—Stamped metal household utensils, agricultural implements; high quality; requests replies in French with price quotations c.i.f. Antwerp or Ostende. Gerard Debels & Zonen N.V. (importer, wholesaler), 28 Noordstraat, Kortrijk. WTD 1/3/63.

349 Miscellaneous Fabricated Metal Products

TURKEY—Steam and water valves. "Mektas" Ticaret T.A.S. (importer), Tersane Caddesi No. 11, Galata, Istanbul. WTD 4/7/61.

353 Construction Machinery

GERMANY—Fork lifts, cranes, and other material handling equipment. Friedrich Julius Winter K.G. (importing distributor), Heinrichstr. 28, Hannover.

■ **INDIA**—Motor graders, 8, project/14121-N/14123-N/I, tender D/ENQ/625; bid deadline March 14.

■ Motor scrapers, 4, project/14119-N/14125-N/14125-N/I, tender D/ENQ/625; bid deadline March 13.

■ Motorized rear dumpers, 13, project/14124-N/14126-N/I, tender D/ENQ/620; bid deadline March 15.

Above equipment U.S. source. Bids are to be sent directly to The Director General of Supplies and Disposals, National Insurance Building, Parliament St., New Delhi 1. Cable: DEVSUP, New Delhi. Copies of tender documents also available from India Supply Mission, Washington 8, D.C., for $2.10 each, not refundable.

■ Remote control unloaders for unloading bulk cement from covered M.G. wagons, direct to storage silos having unloading capacity of approximately 20 tons of cement per hour, 3, required for Sabarigiri Hydro-Electric Project. Loan 34; U.S. source. Tender HEP.45/62. Bid deadline Feb. 27. Office of the Chief Engineer, Civil, Kerala State Electricity Board, P.O. Box 21, Trivandrum 1, South India, where tender specifications are available for sale. Also from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

■ Crawler mounted positive crowd shovel 1½ cu. yds. diesel engine driven or motor driven, the latter with electric motor to suit 440 volts, 3 phase, 50 cycles and automatic winding cable drum with 300 feet of trailing cable, the shovel complete with all accessories and attachments. Loan 157; U.S. source. IL#995567/DLF/157/60/HQ/CG.I. Ref. 41(33)61-AID-II. Bid deadline Feb. 20. Rohtas Industries, Ltd., Dalmianagar (Bihar), Cable: SAHUJAIN.

■ **TUNISIA**—Mobile compressor machine; tractor. Purchase expected to be made with expectation of financing through sub-loan under DLF Loan 196; U.S. source. No bid deadline given. Credit amount $12,043. Interested suppliers contact Entreprise de Travaux Publics, Batiments, et Transports Bouzguenda, avenue du 18 Janvier, SFAX.

■ **TURKEY**—Mine staple shaft hoists. Ref. 118-EKD/3360. Loan 70; worldwide. Bid deadline March 14.

■ Wire hoist ropes. Ref. 14-EKD/3344-B. Loan 70; worldwide. Bid deadline March 21.★

Complete specifications for both items may be obtained from Turkiye Komur Isketmeleri Kurumu, Genel Mudurlugu, Etibank Binasi, Sihhiye, Ankara.

354 Metal Working Equipment

■ **INDIA**—Contourmatic band sawing, filing, polishing and grinding machine, with standard equipment. Loan 157; U.S. source. IL#AU/GL/MTC/31/DLF/361. Ref. 41(674)/61-AID.II. Bid deadline Feb. 18. Steel & Allied Products, Ltd., 17 Brabourne Rd., Calcutta.★

■ Thread milling machine; 6-spindle chuking automatic with tooling and accessories; automatic arc welding. Loan 157; U.S. source. IL#989338/DLF-157/61. Ref. 41(117)/61-AID-II. Bid deadline Feb. 21. Gannon Dunkerley & Co., Ltd., Chartered Bank Bldg., Fort, Bombay 1.★

TURKEY—Lathes; electric hand drills; welding and cutting sets; threading tools. "Mektas" Ticaret T.A.S. (importer), Tersane Caddesi No. 11, Galata, Istanbul. WTD 4/7/61.

355 Special Industry Machinery

■ **ETHIOPIA** — Vario-Klischograph Universal for electronically controlled mechanical engraving of blocks on Nolar foils and metal plates, as well as for engraving of transparent positive litho copies on special foils, with continuously adjustable, consisting of scanning and

engraving and control unit, Type U, with accessories and attachments. No bid deadline. Worldwide. Purchase intended with expectation of sub-loan of $32,760 under DLF Loan 165. Interested suppliers should communicate directly with Eng. Franz Keller (Copy Studio), Cunningham St., P.O. Box 1350, Addis Ababa.

GERMANY — Manufacturing equipment for varnish and lacquer industry, printing ink industry, and manufacturers of adhesives and floor tiles. Exclusive distributorship for West Germany on direct purchase and commission agency. Mercator-Oloff Bremer Uebersee- und Handels K.G. (importer, exporter), P.O. Box 804, Bremen. WTD 3/5/62 for Robert Kraemer.

■ **INDIA** — Stencil mounting machine. Loan 157; U.S. source. IL#989695/DLF-157/61. Ref. No. 4(169)/62-AID-II. Bid deadline Feb. 20. Kores (India), Ltd., Plot No. 10, Off Haines Rd., Worli, Bombay 18, 19. Cable: KORESCARBO.★

■ Mold motor driven glass pressing machine with regular 64" diameter table, type "C" tandem, with accessories. IL # 990565/DLF-157/HQ/61/CCI/CG.III. Glass bottle forming machines with accessories and spares, double gob attachment; '83' gang stacker and accessories, air blowers; equipment and accessories for feeder; batch-house equipments; control and testing equipment with accessories; air compressor with accessories and spare parts; IL#990285/DLF-157/HQ/61/CCI/CG.III. Loan 157; U.S. source. Bid deadline Feb. 15. Alembic Glass Industries, Ltd., Post: Chemical Industries, Baroda 3.★

■ Fine wire drawing machines, complete; micro welder, reel spooler, complete; string-up machine, complete; 16-spindle wire winders, complete; spares and essential components for fabricating wire enamelling machinery. Loan 157; U.S. source. IL#989937/DLF-157/61/HQ/CG.II. Ref. 4(119)/62-AID-II. Bid deadline Feb. 20. Devidayal Cable Industries Pvt., Ltd., Gupta Mills Estate, Darukhana, Reay Rd., Bombay 10.★

Double coating machines and transverse cutting machines for manufacture of sensitized photographic papers. Adross Pvt., Ltd. (manufacturer), 16 Ganesh Chandra Ave., Calcutta 13. WTD 12/7/62. Specifications available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (Telephone WO 7-4675).

NETHERLANDS—Automatic degreasing (trichloroethylene) equipment for metal parts. G. J. van der Graaf (purchasing office), 81 Heuvelbrink, Breda.

Pulp and paper machinery. Direct purchase and agency. N.V. Machinefabriek en Constructiewerkplaats Gebr. Klinkenberg (sales agent), P.O. Box 49, Wormerveer.

Machinery for producing egg powder and allied equipment needed for such installations. Jongia (manufacturer, wholesaler), 22-27 Harlingertrekweg, Leeuwarden. WTD 4/16/59.

■ **TUNISIA**—Charging machine. Purchase expected to be made with financing under sub-loan under DLF Loan 196; U.S. source. No bid deadline given. Credit amount $14.885. Interested suppliers should contact Entreprise Generale de Travaux Publics et Privee "'Mohamed KRIA," Moulinville, SFAX.

■ **UNITED ARAB REPUBLIC**—Post inflation equipment; tractor tire equipment; tire building equipment; tire finishing and repair equipment; tire curing equipment; material preparation equipment; laboratory equipment; mixing equipment; fabric processing and calendering equipment; inner tube equipment; electrical equipment. Loan 123; U.S. source. Bid deadline Feb. 20. Transport & Engineering Co., 8 Champollion St., Cairo, U.A.R., where interested suppliers should apply for further information.

356 General Industrial Machinery

■ **INDIA**—Gear shapers, 2, equipped with spur guide and 1 extra spur guide, complete with standard equipment and electricals, suitable for 400/440 volts, 3 phase, 50 cycles, a.c. supply; equipment for automatic checking of external and internal gears. Loan 217; U.S. source. IL#AU/GL/MTC/36/DLF-217/962. Ref. 63(208)/62-AID(1). Bid deadline Feb. 16. The Mysore Kirloskar, Ltd., Harihar-Harapanahalli Rd., Yantrapur P.O., Harihar (Mysore State). Cable address: MYTOOLS, Yantrapur.

■ **ISRAEL**—Vilter, or equal, NH VMC, 8-cylinder compressor type A 438R with standard accessories, less flywheel, and flexible coupling, 2 pieces. Loan 28; U.S. source. Sub-Authorization I/L 2271899. Bid deadline Feb. 13. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Attention: Mr. N. Nisen. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by May; prices must be itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.

TURKEY—Ball bearings. Tahsin GOK ve Ortaklari Kollektif Sirketi (importer), P.O. Box 79 or Anadolu Han, Bahcekapi, Istanbul.

Electric motor pumps. "Mektas" Ticaret T.A.S. (importer), Tersane Caddesi No. 11, Galata, Istanbul. WTD 4/7/61

357 Office Equipment

GERMANY—Office equipment and supplies, especially patented novelties such as staplers and related metal items; requests replies from manufacturers only. Direct purchase and agency. Hinrich Karp (importer, sales agent), Brandshofer Deich 118, Hamburg 23.

NETHERLANDS — Automatic weighing machines which are to be installed between the production line and packaging machines. Exclusive distributorship. M. H. J. Udo (importer, wholesaler), Park Arenberg 123, De Bilt.

358 Service Industry Machines

● **AUSTRALIA**—Supply and erection of ash and dust handling plant for use with two 350 mw. reheat boilers, tender 1360, bid deadline May 13, estimated cost $1 million. Electricity Commission of New South Wales, Kelvin House, 15 Castlereagh St., Box 5257, G.P.O., Sydney, N.S.W. Price $22.50 per set including postage; copy for reference at Office of Commissioner for New South Wales, New York, New York.★ (Telephone: WOrth 7-4242.)

GERMANY—Commercial floor cleaning machinery; requests price quotations FOB New York. Exclusive representation for direct purchase and agency. Hermann Weisbarth (importer, exporter, wholesaler), Weissfrauenstr. 14/16, Frankfurt/Main.

MALAYA—Dry ice plant 50 kilos per hour (project for 1963). Tong Aik Distillery, Ltd. (manufacturer), 339 Parit Stongkat, Muar, Johore. WTD 5/28/62.

361 Electric Transmission, Distribution Equipment

GREECE—Supply of seven 8-circuit and one hundred twenty 6-circuit low tension distribution pillars (switchboards), tender PAP/891, bid deadline March 5. Estimated value of contract $61,000. Public Power Corp., Athens-Piraeus Division, 4 Coral St., Athens.★ (Telephone: WOrth 7-4242.)

● **INDIA**—Supply and erection of 220 kv., 132 kv. and 33 kv. circuit breakers, isolators and associated equipment, tender APT-3/62, bid deadline March 30. Chief Engineer, Electricity (Projects and Board), Andhra Pradesh Electricity Department, 10.2.3.A.C. Guards, Hyderabad 4, Andhra Pradesh, for $31.50. Copy of specifications for review only in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

■ **THAILAND**—Performed line guard and guy grip. Loan 19; U.S. source. Invitation DPC-MEA-148. Bid deadline Feb. 26. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Copies of complete Invitation to Bid are available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

362 Motors, Generators

■ **INDIA**—Flame proof, self contained, synchrogear reduction gear electric motors. Loan 157; U.S. source. IL#989024/DLF 157/61. Ref. 4(273)/62-AID-II. Bid deadline Feb. 20. Tata Oil Mills Co., Ltd., Bombay House, 24 Bruce St., Fort, Bombay 1. Cable: TATOILS.★

NETHERLANDS—D.C. arc welding equipment; requests literature and FOB New York quotations. Veta Electro-Las N.V. (importer), 20-21 Prins Hendrikkade, Amsterdam.

TURKEY—Welding sets. "Mektas" Ticaret T.A.S. (importer), Tersane Caddesi No. 11, Galata, Istanbul. WTD 4/7/61.

363 Household Appliances

NETHERLANDS—All types of electric household appliances, such as washing machines, refrigerators, and small electric household appliances. Direct purchase and commission agency. Internationaal Electrotechnisch Centrum N.V. (importing distributor, sales agent), P.O. Box 58, Utrecht.

364 Electric Lighting, Wiring

● **IRAQ**—Supply of 5,000 Mercury lamps; tender 11/63, bid deadline 12 noon, Feb. 14. Iraqi Ports Administration, Basra, Iraq. (Telephone: WO 7-5345.)★

● **NIGERIA** — Supply and erection of lighting and small power installation for new power station at Koduna, bid deadline Feb. 15. Documents may be obtained from the Secretary, Electricity Corp. of Nigeria, Electricity Headquarters, Private Mail Bag 2030, 13 Broad St., Lagos, for $28, nonrefundable.

● **SUDAN**—Supply of 1,000 tension insulator sets; 2,000 pin insulators; 2,000 insulator pins; 10,000 shackle insulators; 20,000 sets of "D" irons; 3,000 pairs of aluminum stirrups, tender CEWA/E/186/63, bid deadline Feb. 16. General Manager, Central Electricity & Water Administration (Republic of the Sudan), P.O. Box 1380, Khartoum. Copies of tender notice and description available from the Embassy of the Republic of the Sudan, Commercial Attache's Office, 2400 16th St., NW., Washington 9, D.C.★ (Telephone: WOrth 7-4242.)

366 Communications Equipment

● **BURMA**—Supply of train traffic control telephone equipment. Bid deadline March 14. Specifications may be obtained

from Office of the Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon, for $1.05 per set.★ (Telephone: WO 7-4823.)

GERMANY—Equipment for internal communication systems, wireless and closed circuit. Rheinische Telefon Gesellschaft und Apparatebau KG (importing distributor), 78 Adersstr., 4 Duesseldorf. WTD 9/21/61.

New technical office equipment, such as telephone answering apparatus. Friedrich Julius Winter K.G. (importing distributor), Heinrichstr. 28, Hanover.

● **SUDAN**—Supply of 5 private automatic telephone exchanges. Tender 130, bid deadline Feb. 23. Controller, Stores and Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: WO 7-4823.)

369 Miscellaneous Electrical Machinery

● **IRAQ**—Supply of 10,000 type BA-30 dry batteries; tender SIGS/16/1962, bid deadline Feb. 20. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. (Telephone: WO 7-5345.)

371 Motor Vehicles, Accessories, Maintenance Equipment

GERMANY—Automobile body accessories for European make automobiles. Gebr. Happich GmbH (manufacturer, importer, exporter, wholesaler, manufacturer's agent), Postfach 67, 56 Wuppertal-Elberfeld. WTD 6/7/62.

■ **INDIA**—Automobile parts. Loan 217; U.S. source. IL#E.128290/62/EI/M. Ref. 60(362)/62-AID(1). Bid deadline Feb. 20. Sundaram Motors Pvt. Ltd., P.O. Box 713, Mount Rd., Madras 6. Cable: SUNMOTOR.★

■ Replacement parts for civilian and military Jeeps, Dodge trucks and Mercedes Benz. Loan 217; U.S. source. IL#865487/DLF/61/EI/B. Ref. 60(349)/62-AID(1). Bid deadline Feb. 20. Dharamdas & Co., 9 Mangesh Bldg., New Bhatwadi, Bombay 4.★

● **IRAQ**—Automotive maintenance tools, equipment. Tender EME/42/1962, bid deadline Feb. 25. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Terms and specifications available from above agency for $1.40 (ID 0.500) per copy.★ (Telephone: WOrth 7-3294.)

TURKEY—Auto spare parts. Tahsin GOK ve Ortaklari Kollektif Sirketi (importer), P.O. Box 79 or Anadolu Han, Bahcekapi, Istanbul.

■ **UNITED ARAB REPUBLIC**—Chevrolet pickups, Model 1404, or equal, 54; desert duty Chevrolet pick-ups, model 14041, or equal, 2; Chevrolet van model 1405-C, or equal. Loan 27; U.S. source. Bid deadline Feb. 28. El-Nasr Export & Import Co., 37 Talat Harb Pasha St., Cairo, U.A.R., where all documents must be sent directly.★

374 Railroad Equipment

AUSTRALIA—Hydraulic transmission retarders suitable for adapting to locally produced diesel locomotives developing 200 B.H.P. and for larger locomotives developing 250 B.H.P.; hydraulic retarder to be capable of being installed in transmission line of locomotive between output shaft of torque converter and input shaft of final drive; engine sizes anticipated are between 180 B.H.P. and 250 B.H.P. at 2,100 r.p.m.; transmission to be twin disc torque converter, 10,000 series, with an MS rating between 340-350, converter to be 'C' type that is fitted with an input disconnecting clutch; output of torque converter to be 3,000 lbs. feet maximum and input from final drive to hydraulic retarder to be same; retarder should be equipped with all necessary operating valves and gauges. Commonwealth Engineering (Qld.) Pty., Ltd. (manufacturer), Evans Rd., Rocklea, Brisbane, Queensland.

381 Laboratory Equipment

GERMANY—Laboratory equipment for varnish and lacquer industry, printing ink industry, and manufacturers of adhesives and floor tiles. Exclusive distributorship for West Germany on direct purchase and commission agency. Mercator-Oloff Bremer Uebersee- und Handels K.G. (importer, exporter), P.O. Box 804, Bremen. WTD 3/5/62 for Robert Kraemer.

All kinds of laboratory equipment for medical research; requests replies from manufacturers only. Direct purchase and agency. Medipharm Franz Reinschmidt (manufacturer, wholesaler, retailer, exporter, importer), 12 Bahnhofstr., Pforzheim/Baden. WTD 12/13/62.

NETHERLANDS—Technical apparatus for use in chemical and metallurgical laboratories. Firma Gebr. Pooters (importing distributor), 27 A Huizerweg, Bussum.

382 Instruments for Measuring, Controlling, Physical Chqracteristics

AUSTRALIA—Controls for electric blankets to be assembled and merchandised in Australia; controls must meet with Australian standards specifications, a copy of which is available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (telephone: WO 7-4675). Glaser Imports Pty., Ltd. (importing distributor, manufacturer's agent, manufacturer), 809-811 Nepean Highway, East Brighton, Victoria. WTD 12/12/62.

GERMANY—Precision testing and controlling instruments for chemical industry; requests replies from manufacturers only. Direct purchase and agency. Firma Dr. Guenter Neumann (manufacturer, wholesaler, sales agent), 5 Schoenbuehlstr., Stuttgart-O.

INDIA—Instruments for manufacture of power transformers of ratings up to 75 mv.-a., 132 kv. class: relays suitable 1", 2" and 3" diameter pipes with double float for transformer protection; oil temperature indicators 4", 6" and 8" dials with maximum pointer and a pair of alarm contacts for indicating top oil temperature in transformer; winding temperature indicators 4", 6" and 8" dial with maximum pointer and 2 sets of contacts for indicating hot spot temperature in transformer winding; as third item, but for remote indication with repeater type instruments; requests technical data and descriptive literature. Chief Engineer, Transformer Department, Heavy Electricals (India), Ltd. (manufacturer), Piplani P.O., Bhopal, Madhya Pradesh.

384 Medical, Dental Instruments

● **IRAQ**—Supply of dental instruments. Tender 76/62, bid deadline April 7. Ministry of Health, Baghdad.★ (Telephone: WOrth 7-2939.)

● **URUGUAY**—Supply of 20 X-ray units, and accessories and installation. Tender identified as "Licitación No. 214, Jan. 2, 1963," bid deadline Feb. 19. Ministerio de Salúd Pública, División Administración, Sección Licitaciones y Compras, Av. 18 de Julio 1892, Montevideo. Specifications and correspondence in Spanish.★ (Telephone: WOrth 7-2939.)

394 Toys

SAUDI ARABIA—Toys. Lucky Store (importer, wholesaler, retailer, sales agent), Amir Khalid St., Alkhobar.

509 Miscellaneous Wholesaler Products

GERMANY—Copper, lead, brass, and aluminum scrap; requests replies in German. Direct purchase and agency. Erwin Scherer (importer, wholesaler), Zufuhrstr. 144, Frankfurt/Main.

TURKEY—Raw rubber. Tahsin GOK ve Ortaklari Kollektif Sirketi (importer), P.O.Box 79 or Anadolu Han, Bahcekapi, Istanbul.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruits, Vegetables

NETHERLANDS—Fresh apples and pears. N.V. Import & Exporthandel v/h Gebr. van Duyn (importer, exporter, wholesaler, transit trader, agent), P. O. Box 320, or 4 Emmastraat, Venlo.

Fresh vegetables, fruit, and potatoes. N.V. Handelmaatschappij P. van Wylick (exporter, transit trader), P.O. Box 23, or 58-60 Sloterbeekstraat, Venlo.

200 Food

NETHERLANDS—Canned food. N.V. Agentuur & Commissiehandel v/h Firma A. P. Boelaars (importer, wholesaler, agent), 7 Anth. van Dijckstraat, Amsterdam Z.

224 Narrow Fabrics

PAKISTAN—Insulating material: black adhesive tape, silk tape. The Electric Co., Ltd. (manufacturer's agent, importing distributor), 7 Shah Din Bldg., The Mall, Lahore. WTD 12/28/62.

285 Paints, Varnishes, Lacquers

GERMANY—Paints, fluid plastic floor coverings; requests replies in German with price quotations c.i.f. Hamburg. Guenther Rischler (manufacturer's agent), Wasserkruegerweg 100, 241 Moelln.

306 Fabricated Rubber Products

NETHERLANDS—High quality stop rings for hydraulic systems; O-rings manufactured from several kinds of synthetic rubber; all kinds of rubberware which can be used in aircraft and guided missile industry. Rubberfabriek "Helvoet" N.V. (importer, manufacturer), 76 Moriaanseweg, Hellevoetsluis. WTD 7/18/58.

307 Miscellaneous Plastics Products

GERMANY—All kinds of plastic parts

used in production of furniture. S. Host (manufacturer's agent), 61 Adalbertstr., 51 Aachen. WTD 12/20/62.

NETHERLANDS—Plastic household items. Agenturen & Commissiehandel Tel (manufacturer's agent), P.O. Box 54, Heemstede.

342 Cutlery, Hand Tools

CANADA—Hand tools, tools for "do-it-yourself" handy man, builders' hardware. Exclusive agency. Bernard G. Migi Agencies (manufacturer's agent, importing distributor), 7021 Clover Rd., Montreal 29, Que. WTD 1/9/63.

351 Engines, Turbines

VIET-NAM—Gasoline motors of low horsepower. Exclusive agency. Curt R. Schaefer (manufacturer's agent), 14 Ton That Dam, or P.O. Box 468, Saigon. WTD 9/12/62.

353 Construction, Materials Handling Machinery

NETHERLANDS—Tractors for industrial purposes, electrical fork lift trucks, all kinds of transportation and material handling equipment for internal use in plants, workshops, warehouses. Industrie en Handelsonderneming van Broekhoven (importer, manufacturer), 29 Bogen, Gouda.

354 Metalworking Machinery

GERMANY — Welding machinery and equipment. Hilger & Kern (wholesaler), 68 Mannheim, Kaefertaler Str., 253-255.

357 Office Machines

GERMANY—Office machinery, such as typewriters, calculating machines, adding machines; requests replies in German. Werner Brieden (manufacturer's agent), 322 Schildescherstr., 4801 Grossdornberg. WTD 12/14/62.

Equipment and materials essential to office work, especially administrative work, purchasing and selling departments, bookkeeping, filing; requests replies in German. Werner Brieden (manufacturer's agent), 322 Schildescherstr, 4801 Grossdornberg. WTD 12/14/62.

362 Electrical Industrial Apparatus

GERMANY — Welding equipment; requests replies from manufacturers only. Hilger & Kern (wholesaler), 68 Mannheim, Kaefertaler Str., 253-255.

363 Household Appliances

ENGLAND—Coffee maker, 10-40 cups at one time, with thermostatic control and strength selector; to cost not more than $22.40 (£8) FOB U.S. port. A Gould, Director, Arnold Gould Trading Co., Ltd. (importer, agent), 30 Old Church Rd., Clevedon, Somerset.

371 Motor Vehicles, Accessories

GERMANY—Automotive equipment, tools, and electrical hand tools for automotive repair shops; requests catalogues, information on sales commissions, and price lists preferably c.i.f. German ports. Thebesius & Co. GmbH (wholesaler), Darmstadt, Saalbauster. 24. WTD 10/3/61.

NETHERLANDS — Transportation equipment for plants, workshops, warehouses. Industrie en Handelsonderneming van Broekhoven (importer, manufacturer), 29 Bogen, Gouda.

384 Surgical, Medical, Dental Supplies

GERMANY—New types of hospital equipment and machines, such as sterilizers, disinfectors. Niemann Maschinen K.G. (manufacturer's agent), 438 Am Waldbad, 4803 Steinhagen. WTD 12/20/62.

386 Photographic Equipment

TURKEY—Photographic, cinematographic, and photolaboratory equipment and accessories. Max Singer (importer, sales agent), Naci Sinasi Han 11/1-2, Persembe Pazar Galata Istanbul. WTD 3/28/62.

399 Miscellaneous Manufacturing Products

GERMANY—Supplies and items necessary to design and construction of effective window displays; requests replies in German. Werner Brieden (manufacturer's agent), 322 Schildescherstr., 4801 Grossdornberg. WTD 12/14/62.

861 Business Associations

SOUTH AFRICA—Technical, consulting and sales services, primarily in structural steel, mechanical handling and building industries; wishes to serve as agent or representative for U.S. manufacturers. R. McHalfie Clark (representative), 911 J.I.C. House, 80 Commissioner St., Johannesburg. WTD 1/3/63.

891 Engineering, Architectural Services

KUWAIT—Wishes to assist and sponsor U.S. civil engineering contracting companies interested in international tenders covering projects in Kuwait and other Arabian Gulf territories. Abdalla Contracting & Trading (contractor, trader), P.O. Box 714, Kuwait. WTD 10/29/62.

SOUTH AFRICA—Technical and consulting services, primarily in structural steel, mechanical handling and building industries; wishes to serve as agent or representative for U.S. engineers. R. McHalfie Clark (representative), 911 J.I.C. House, 80 Commissioner St., Johannesburg. WTD 1/3/63.

Republic of Sudan requests highway lighting equipment

The Central Electricity & Water Administration, Republic of the Sudan, is inviting tenders for street lighting equipment.

Tender No. CEWA/E/188/63(A) includes the following:

Total of 500 fixtures supplied with 2-pin B.C. lampholders; 2,700 fixtures with 3-pin B.C. lampholders; 1,650 sets of 80-watt lamp control gear for 240-v., 50-cycle system; 1,050 sets of 125 watt lamp control gear; 2,200 control boxes to house control gear; 80-watt mercury vapor lamps, 2,150; 125-watt mercury vapor lamps, 1,550; 160-watt tungsten filament and mercury vapor lamps, 1,000; 250-watt h.p. mercury vapor lamps, 200; and 85-volt sodium lamps, 50.

Bids should be addressed to General Manager, Central Electric & Water Administration, P.O. Box 310, Khartoum, Sudan. Bids will be accepted until Feb. 14. Copies of the tender notice are available on loan from the Power and Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C. (telephone WOrth 7-4242) and from the Embassy of the Republic of the Sudan, Commercial Attache's Office, 2400 16th St., NW., Washington 9, D.C.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—George Zipser, representing Wembley Wear Pty., Ltd., 3 Parker St., Sydney, N.S.W., interested in concluding licensing agreements for Australian manufacture of **men's sports shirts** and requesting technical information on recent styling and manufacturing trends in **men's sportswear.** Feb. 5 via Honolulu for 4 weeks; c/o Australian Consulate General, 636 Fifth Ave., New York, N.Y. Itinerary: Los Angeles, New York.

FRANCE—Marcel Becquart, representing Becquart, S.A., Avenue de Loverchy-Annechy, interested in exporting **leather watch bands** and requesting technical information about U.S. process in manufacturing same. Feb. 10 via New York for 2 weeks; c/o French Commercial Counsellor, 610 Fifth Ave., New York, N.Y. Itinerary: New York, Washington, Elgin, Lancaster, Los Angeles, Chicago, Boston.

INDIA—Director of a large Indian boiler company wishes to meet manufacturers of **package boilers, automatic oil and gas firing equipment, steam and electric feed pumps, water level control and water treatment plants.** Interested manufacturers may contact Cambata Industries Pvt., Ltd. at 120 Broadway, New York 5, N.Y. (telephone WOrth 2-0245) for appointment with K. S. Cambata.

LIBERIA—Hassan Mokbel, representing Mokbel & Kadi Beauty Store, Camp Johnson Rd., P.O. Box 173, Monrovia, interested in **apparel, textiles** and **footwear.** Feb. 1 via New York for 3 weeks; c/o Department of Commerce Field Office, 350 Fifth Ave., New York, N.Y. Itinerary: New York, Boston.

NETHERLANDS—M. C. Engbersen, representing N.V. Haardenfabriek "Interno," 3 Merwedeweg, Breukelen, interested in visiting manufacturers of **domestic coal, oil and gas heaters.** Would also like to hear, before his departure, from U.S. manufacturers interested in licensing agreements with his firm for production of other heater lines in the Netherlands. He will leave for the U.S. the latter part of March.

PERU—Jose M. Harrisson Costa, representing Callejón Barboncito 499, Surquillo, Lima, interested in contacting U.S. manufacturers of **wooden kitchen furniture** and requesting technical information on same. Feb. 7-9 via Miami for 1 month; c/o Department of Commerce Field Office, 408 Ainsley Bldg., 14 N. E. First Ave., Miami 32, Fla. Itinerary: Pontiac and Detroit, Bedford (Ohio), New York.

REPUBLIC OF SOUTH AFRICA—A. W. Sauke, representing A. W. Sauke, Permanent Building Society, 3rd Floor, Cor. Commissioner and Simmonds Sts., P.O. Box 9841, Johannesburg, interested in representing on exclusive basis as manufacturers' representative companies manufacturing **ball bearings** and **hand tools,** particularly **wrenches, screw drivers** and **pliers** which will compete with Crescent Tools (USA) and Brittol (UK) now imported into South Africa. Is particularly interested in seeing those firms willing to study and consider manufacturing in South Africa. Mid-February via New York; c/o Department of Commerce Field Office, 350 Fifth Ave., New York, N.Y.

RHODESIA—Frank Ferguson, representing African Copper Industries, Ltd., Permanent House, Chingola, Northern Rhodesia, interested in purchasing U.S.

machinery for copper processing, particularly **tube, wire, cable and sheet.** Interested in selling **fabricated copper products** and requesting technical information on above. January 24 via New York for 10-14 days; c/o Commissioner for Northern Rhodesia and Nyasaland, 2852 Magill Terrace, Washington, D.C. Itinerary: New York, Washington, D.C.

SWEDEN—Olof Bennich, representing Ingeniorsfirman Belos AB, Alviksvagen 30, Bromma 15, interested in contacting manufacturers to discuss **licensing proposals** and requesting technical information on same. End of January via New York for 2 months; c/o Symington-Wayne International Co., Ltd., 230 Park Ave., New York 17, N.Y. Itinerary: (depending on location of interested firms).

URUGUAY—Luis Syrowicz, representing Merlinski & Syrowicz, S.A., Calle Mercedes 953, interested in contacting manufacturers and export representatives of **automotive spare parts, accessories** and **related items.** Feb. 10 via Miami or New York for 30 days; Sheraton Hotel of Philadelphia, Pa. Itinerary: Philadelphia, New York, Los Angeles, San Francisco, Chicago.

Leads for Importers

Commodities are offered direct unless specified.

221 Broad Woven Fabric Mills

GERMANY—Carpets (by the meter and ready-made); tufted carpets (tufted velour carpets); decoration material, upholstery material, brocades, and tapestries; curtains. Herbert Reichel, Textilwerk, 87-89 Roemetrstrasse, Rheinberg Kr. Moers. WTD 11/14/62. For brochure write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

243 Prefabricated Structural Wood Products

ISRAEL—Hollow core flush doors, scientifically designed on the arch principle, water-resistant-glued, lock blocks on both sides, high grade plywood faces, Sapeli, Mahogany or Avodire. Israel Mastercraft, P.O. Box 14158, Tel Aviv. WTD 3/22/62.

281 Industrial Inorganic, Organic Chemicals

FINLAND—Oxides available in different grades of purity, maximum being generally 99.9% and minimum 95%. Typpi Oy, Oulu. WTD 5/4/62.

GERMANY—Thermoplastic waste, regenerates, and plastic semis made of polystyrene, polyethylene, polyacrylate, polycarbonate, polyvinylchloride, copolymeres, cellulose acetate, cellulose-acetate-butyrate; polyvinyl-butyrate, nitrate, and celluloid. Ernst Boehmke KG., Kunststoffverwertung, Postfach 529, 15 Kirchhofstrasse, Wuppertal-Sonnborn. WTD 12/28/62.

302 Rubber Footwear

FRANCE—Heavy duty rubber boots, molded, seamless construction; safety boots and shoes. Baudou, Les Eglisottes (Gironde). WTD 7/30/57. For brochures write to Commercial Intelligence Division, Room 1310, BIC, Department of Commerce, Washington 25, D.C.

342 Cutlery

GERMANY—Cutlery, such as household knives, pocket knives, pocket scissors. Oskar Kemper K. G., Postfach 528, 565 Solingen-Ohligs. WTD 12/20/62. For brochures write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

364 Electric Lighting

SPAIN—Electric lamps and shades made of sisal cord and rope, reinforced with steel wiring. AYME, Plaza Castilnovo 1, Basauri, Bilbao. WTD 1/8/63. For photographs write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

381 Laboratory Equipment

GERMANY—Laboratory equipment and supplies such as glassware, cabinets, baths, dryers, extractors, forceps. Medipharm Franz Reinschmidt, 12 Bahnhofstrasse, Pforzheim/Baden. WTD 12/13/62. For brochure write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

382 Instruments for Measuring Physical Characteristics

GERMANY — Flow control meter "KOMBI," suited for measuring of flow of oil and liquid oil products, gasoline, solvents. Direct or through agent. Firma Dr. Guenter Neumann, 5 Schoenbuehlstrasse, Stuttgart-O. For brochure write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

HONG KONG—Construction of **wireless TV station** under consideration by Government. Proposed station will operate on 625-line system. Interested U.S. manufacturers of receivers adapted to 625-line system should contact Postmaster General Alfred Crook, Hong Kong, for details.

PAKISTAN — International Development Association (IDA) has nearly completed negotiations with Government of Pakistan for financing 2 water control projects in East Wing. One project will consist of construction of 135-mile earthen embankment on western bank of Brahmaputra River to provide flood protection for Rangpur, Pabna and Bogra, an area of approximately 593,000 acres, and erection of 8 regulators. Cost of project will be about $10 million, half of which will be met by Government of East Pakistan; the other half will be $5 million dollar credit from IDA. Other project to include construction of embankments, canals and pumping stations for irrigation and flood control along Meghna River in Chandpur District. Approximately 135,000 acres will be protected from floods and 109,000 will be irrigated. Chandpur scheme will be pilot project for similar works elsewhere in province. IDA credit will be for $9 million. Both projects planned for completion in about 3 years. Interested firms may contact The East Pakistan Water & Power Development Authority, Dacca, East Pakistan.

UGANDA—Government of Uganda plans to construct country-wide **television network** at estimated cost of $168,000. Firms will be invited to submit proposals that will provide for construction, equipment, staff, and training of Ugandan personnel. Possibility of assembling television sets in Uganda foreseen as result of erection of TV station. U.S. firms interested in project should be prepared to make proposals on short notice. Details may be obtained from Minister of Information, Broadcasting and Tourism, A. A. Nekyon, P.O. Box 142, Kampala, Uganda.

VENEZUELA—Plans for construction of 6½-kilometer service road to top of Mount San Isidro; heavy mining equipment and machinery, installation of various workshops, equipment maintenance shops and related buildings under consideration by Ministry of Mines and Hydrocarbons, Caracas. Bids expected soon.

Iraq Government asks bids for air, power sprayers

The Central Foreign Purchasing Board of Iraq has requested bids to supply 250 compressed air sprayers and 50 power sprayers of 4-5 gallon per-minute capacity. Bid deadline is March 3.

Completed bids should be submitted to the President, Central Foreign Purchasing Board in the Ministry of Finance, Baghdad. Copies of the specification are available from the ACME Division, BDSA, Room 4025, Department of Commerce, Washington 25, D.C.

Philippines hydroelectric project study available

A copy of the projected highlights of the proposed installation of Unit 3 of the Maria Cristina Falls Hydroelectric Project, the Philippines, is available for reference at the Power and Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-4242). Specifications will be issued on Feb. 15.

Government of Iraq requests bids for telephone equipment

The Government of Iraq is inviting bids for the supply of 8,500 telephone sets and spare parts under tender 75/62.

Bids must be submitted by March 10 to the President for the Central Foreign Purchase Committee, Ministry of Finance, Baghdad.

A copy of the specifications is available on loan from the Communications Industries Division, Room 4805, BDSA, Department of Commerce, Washington 25, D.C. (telephone: WO 7-4823).

New Books and Reports

***Public Money Sources for Overseas Trade and Investment.* By John E. Loomis. Published by BNA, Incorporated (A Division of the Bureau of National Affairs). Washington, 1962. 300pp. $16.50.**

Essentially a "how to" manual for doing business with the aid and development agencies, this book explains the legal foundations of each agency, its principal requirements for loans, and its typical lending activities.

Lending policies are treated in detail: who may qualify; what kind of goods and services will be financed; whether the agency is concerned with broad programs, specific projects, or both.

Mr. Loomis advises on the choice of lender, terms and conditions of loans (including interest rates), required collateral, repayment terms, procurement and shipping requirements, and small business provisions. AID participation in the costs of investment surveys, Cooley loans, and short- and medium-term credit insurance are also treated.

The author includes guidance on the mechanics of loan applications: including the preparation of project investment plans, preliminary discussions with agency personnel, and whether or not the host government's consent is necessary for the making of a loan.

The book can be ordered from BNA, Incorporated, 1231 24th St., NW., Washington 7, D.C.

***United Kingdom Kompass.* Published by Kompass Register, Ltd. London, 1962. 3 vol. $60.**

A multi-lingual index of some 30,000 British products and services, containing information regarding 18,000 British firms. Major sections are printed in 5 European languages: English, French, Spanish, German and Italian. It also contains information on Government and trade representatives (in the U.K. and overseas), Government Departments, trade associations and chambers of commerce.

In this country the book may be ordered from Thomas Skinner & Co. (Publishers) Ltd., 111 Broadway, New York 6, N.Y.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1962. Annual subscription $18 ($12 additional for overseas mailing), 15 cents a copy. Order from any Commerce Field Office or the Superintendent of Documents, Government Printing Office, Washington 25, D.C.**

Investment Factors in Hong Kong. OBR 62-12. 9pp. Covers the investment climate, conditions for local manufacture, treaties and agreements in force, treatment of invested capital, business organization, capital availability and credit facilities, taxation, currency and labor conditions.

Investment Law of the Republic of Congo (Brazzaville). OBR 62-15. 10pp. An unofficial State Department translation of the entire text of the Congolese Investment Code.

Living Conditions in Libya. OBR 62-16. 8pp. Contains information on Libya's entrance and residence requirements, customs procedures, currency, cost of living, taxation, health conditions and medical facilities, institutions and language, transportation and communications, utilities, and the diplomatic representation maintained between the 2 countries.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Industrial Development Law of Ecuador. OBR 62-17. 10pp. An unofficial State Department translation of Ecuador's Industrial Development Law of 1962 (which replaces the 1957 Law).

Customs Valuation Under the Revised German Customs Law, Effective January 1962. OBR 62-22. 3pp. This report covers the principal provisions of the ordinance: normal price, invoice price, valuation of goods in special cases, and final provisions.

Basic Data on the Economy of Saudi Arabia. OBR 62-24. 8pp. Describes Arabia's economic development, Government, resources, industry and agriculture, power, transportation, communications, foreign trade, and finance.

Import Tariff System of the Federation of Rhodesia and Nyasaland. OBR 62-26. 2pp. Includes information on the Federation's currency, systems of weights and measure, specific ad valorem duties, method of duty payment, the federal tariff, dumping duties, customs services, internal taxes, shipping documents and fees, and trade restrictions.

Preparing Shipments to Saudi Arabia. OBR 62-28. 5pp. Lists the required shipping documents; regulations for mail shipments; rules concerning samples and advertising matter; labeling, marking, packing, entry, transit, and warehousing of goods; reexport rules and customs procedures.

Trade of the U.S. With Japan, 1959-61. ORB 62-45. 4 pp. A statistical listing, by commodity groupings and principal commodities. An introductory chart reviews U.S.-Japanese merchandise trade back through the year 1921.

The following final report in the WTIS series is also available from the Superintendent of Documents:

Investment Factors in Thailand, 1962. WTIS, Part 1, No. 62-82. 14pp. 15 cents.

***Aids to Business (Overseas Investment).* Agency for International Development. Washington, 1962. 45pp.**

The final 2 paragraphs were omitted from a review of *Aids to Business* which appeared in last week's issue. The Agency for International Development booklet outlines the Congressional tools which enable AID to enlist American business collaboration in our foreign aid program.

The review stated that this booklet should be read in conjunction with an 8-page reprint from the May 14, 1962 issue of *Foreign Commerce Weekly*, which was prepared by the Commerce Department's Office of International Investment. The omitted paragraphs follow:

This Office acts primarily as a "matchmaker" between American businessmen interested in overseas investment and appropriate projects in developing countries. All investment opportunities reported by U.S. embassies and AID missions are cataloged by the Office of International Investment. The Office is in a position to provide information and guidance to all U.S. firms interested in such investments.

The pamphlet, *Aids to Business*, may be obtained from the Office of Development Finance and Private Enterprise, Agency for International Development, Washington 25, D.C. Copies may also be obtained from the Field Offices of the Department of Commerce located in 34 major cities throughout the U.S. **M.R.D.**

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Calendar *for international traders*

February

5—Businessmen's Consultation, members of U.S. Trade Missions to The Philippines and Japan. **New York, N.Y.** Sponsor: U.S. Department of Commerce.

6—Chamber of Commerce Workshop on Export Expansion, **West Allis, Wis.**

7—U.S. Trade Mission to Greece, Terminal Conference. Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: U.S. Department of Commerce.

7—Businessman's Conference of the U.S. Trade Mission to the Philippines, **Milwaukee, Wis.** Sponsor: U.S. Department of Commerce.

7—Washington Export Council Luncheon, Army-Navy Town Club, **Washington, D. C.**

8—Businessmen's Conference with the full U.S. Trade Mission to Spain, **Fort Lauderdale, Fla.** Sponsor: U.S. Department of Commerce.

11—Opening Session of 7 weeks' course "St. Louis Export Trade Seminar" at Clayton High School Library, **St. Louis, Mo.** Sponsored by Chamber of Commerce, World Trade Club, Small Business Administration and U.S. Department of Commerce.

11—Foreign Trade Council of Worcester Area Chamber of Commerce Dinner Meeting, **Worcester, Mass.**

11-14—International Heating & Air Conditioning Exposition, **New York, N.Y.** Sponsor: American Society of Heating, Refrigerating and Air-Conditioning Engineers.

12—Businessmen's Consultation on the U.S. Trade Missions to Greece and the Philippines. **Denver, Colo.** Sponsor: U.S. Dept. of Commerce.

12—Automotive Exporters Club, monthly meeting, Engineers Club, **Chicago, Ill.**

12-13—Conference for Corporation Executives on Current Developments in Western Europe. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University.

13—Propeller Club of New Orleans, Monthly Luncheon, Roosevelt Hotel, **New Orleans, La.** Speaker: Draper Daniels, National Export Expansion Co-ordinator.

13-16—International Automotive Service Industries Show, **Philadelphia, Pa.** Sponsors: Automotive Service Industry Assn. and Motor and Equipment Manufacturers Assn.

14—Businessmen's Consultation on the U.S. Trade Mission to Greece. **Greensboro, N.C.** Sponsor: U.S. Dept. of Commerce.

14—Monthly meeting of the International Trade Club of Chicago. **Chicago, Ill.**

14—International Trade Assn. of New England Dinner Meeting, University Club, **Boston, Mass.**

14—Monthly meeting International Trade Club of **Chicago, Ill.** Subject: Panel Discussion of the EEC.

15—Businessmen's Conference on the EEC at the **Chicago, Ill.** Field Office. Sponsor U.S. Dept. of Commerce.

17—Monthly meeting of the Foreign Traders Association of Philadelphia. Sheraton Hotel, **Philadelphia, Pa.**

18—Businessmen's Consultations, U.S. Trade Mission to Japan. Worcester Area Chamber of Commerce, **Worcester, Mass.** Sponsors: Worcester Area Chamber of Commerce, U.S. Dept. of Commerce.

18—Businessmen's Consultations, U.S. Trade Missions to Greece, Italy and Spain. Stratford Hotel, **Bridgeport, Conn.** Sponsor: U.S. Department of Commerce.

19—Businessmen's Consultations with members of the U.S. Trade Missions to Greece, Japan and the Philippines, **Hartford, Conn.** Sponsor: U.S. Dept. of Commerce.

19—Memphis World Trade Club Meeting, Holiday Inn, **Memphis, Tenn.**

19—World Trade Club of Greater Providence Chamber of Commerce Dinner Meeting, **Providence, R.I.**

19-20—Businessmen's Conference of U.S. Trade Mission to Italy. Sheraton Hotel, **Philadelphia, Pa.** Sponsors: Foreign Traders Assn. of Philadelphia and U.S. Department of Commerce.

20—General Meeting on Export Finance-Insurance, Sheraton Dallas Hotel, **Dallas, Tex.** Sponsors: Small Business Administration; Dallas Export-Import Club; REEC; and U.S. Department of Commerce.

21—Bankers meeting on Export Finance-Insurance, Texas Hotel, **Fort Worth, Tex.** Sponsors: Fort Worth Clearing House Assn. REEC, and U.S. Dept. of Commerce.

21—World Trade Club of Detroit—8 members of Trade Missions to Japan, Spain, Greece and Italy to address Club as a panel. Pick-Fort Shelby Hotel, **Detroit, Mich.**

23-March 1 — 1963 Construction Equipment Exposition and Road Show. International Amphitheater, **Chicago, Ill.** Sponsors: International Road Federation and others.

25—Businessmen's Consultations, U.S. Trade Missions to Greece, Italy, The Philippines and Spain, including a luncheon meeting of the World Trade Assn. **San Francisco, Cal.** Sponsors: World Trade Club and U.S. Department of Commerce.

26—Annual Convention, Luggage and Leather Goods Manufacturers of America, Export Workshop, **Miami Beach, Fla.**

26—World Trade Council Monthly Export Counseling Conference, **Pittsburgh, Pa.**

28—Profits in Exports Conference, Military Park Hotel, **Newark, N.J.** Sponsor: U.S. Dept. of Commerce.

March

4-5—26th. Chicago World Trade Conference. Pick-Congress Hotel, **Chicago, Ill.** Sponsors: Chicago Assn. of Commerce and Industry and the International Trade Club Chicago.

7-8—Second Florida World Trade Conference. **Jacksonville, Fla.** Sponsor: Florida State Chamber of Commerce, in cooperation with U.S. Department of Commerce and other organizations. Speaker: Secretary of Commerce Luther H. Hodges.

10-15—International Bicycle Show and the 13th International Toy and Trade Fair. Statler-Hilton Hotel, **New York City.** Sponsor: International Trade Shows.

11—Foreign Credit Forum, Foreign Trade Council of Worcester Area Chamber of Commerce Dinner Meeting, **Worcester, Mass.**

12—Springfield Export Sales Managers Assn. Dinner Meeting. Betty's Old Towne House, **Agawan, Mass.**

12—Monthly meeting of the Automotive Exporters Club of **Chicago, Ill.**

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Washington 25

6

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International Commerce

THE UNIVERSITY OF MICHIGAN
FEB 21 1963
PERIODICAL READING ROOM

February 11, 1963

First Industry Organized Trade Mission Report